ST

₽R

٥.

EUROPE'S BUSINESS NEWSPAPER

Wednesday April 24 1985

D 8523 B

Expulsions General 'should not Motors harm UK Soviet ties' plunge

World news

car company, suffered a 34 per cent earnings setback to \$1.07bn in the first quarter, against \$1.51bn a year ago. Sales rose to \$22.2bn against \$22.9bn previously. Other U.S. cormprove relations with Moscow would be maintained.

The Soviet media have Britain expressed the hope that the flurry of diplomatic expulsions from London and Moscow would earnings setback to \$1.97bn in the

The Soviet media have yet to re-fer to the round of expulsions.

Star wars decision

The reactivated Western European Union postponed adopting a com-mon position on the U.S. offer to take part in star wars research pro-gramme, mainly on UK insistence. Page 2.

Arms adjournment

The U.S. and Soviet Union adjourned nuclear arms talks until May 30 with neither side appearing to have moved from its starting position. Page 2.

Hi-tech Initiative

France is planning an urgent start to talks with interested EEC part-ners an its "Eureka" initiative for high-technology collaboration.

Delors attack

Jacques Delors, EEC Commission president, launched an attack on U.S. economic policies before the Senate Finance Committee. Page 3.

Israeli withdrawal

Israeli troops are set to abandon positions in eastern Lebanon, ending their threat to Damascus which was within range of Israelli artillery.

Samey support

Politicians and businessmen in Brasolidarity. Page 3

Police dismissed

14 4 25

China action call

China told the Soviet Union that it lan court. Page 2

must take action if there is to be a significant improvement in relations. Page 4

Ports paralysed

Spain's main ports were paralysed by a one-day strike by stevedores over a government plan to privatise management of their work.

Indian riot deaths

More than 15 people were killed in . the western Indian state of Gujarat m riots over privileges promised to the lowest castes. Page 4.

Corsican bombing

A bomb badly damaged a French government building in Bastia Cor-sica. Police suspect the Corsican National Liberation Froot which has been campaigning for indepen-dence from France.

Soldiers killed

Two British soldiers were killed and six injured when a truck overturned near a British Army base at Semelager, West Germany.

Brake time Peking's bus drivers began a go-

earnings

Business summary

Jones industrial average was up 5.41 at 1,271.97. Section III DOLLAR was firmer in London

closing at DM 3.072 (DM 3.011). SwFr 2.5475 (SwFr 2.4935), FFr 9.365 (FFr 9.195) and Y249.65 (Y248.55). On Bank of England figures, the dollar's exchange rate in-dex rose from 143.3 to 144.9. Page 37 STERLING fell 2.55 cents against

the dollar in London to close at \$1.252. It was also weaker at DM 3.845 (DM 3.8475), FFr 11.72 (FFr 11.77) and Y312.25 (Y317.5) but improved to SwFr 3.1925 (SwFr 3.185). The pound's exchange rate index fell to 78.8 from 79.3. Page 37

GOLD fell \$2 an ounce on the London bullion market to finish at \$326.50. It also fell in Zurich to \$326.25. Page 36

LONDON fell for the third consec tive session leaving the FT Ordinary index down 12.0 at 959.8. Small es were registered among short and longer dated gilts. Section III

TOKYO stocks retreated with most institutional and individual investors remaining out of the market. The Nikkei-Dow average dropped 55.78 to 12,124.14. Section III FRANKFURT shares found further

demand, taking the Commerzbank index up 0.3 to a second successive record high of 1,230.4. Section III SPOT OIL prices weakened amid

reports that Egypt planned to cut the official price of Suez Blend by 75 cents to \$28.75 a barrel for May THE BUNDESBANK firmly reject-

ed the idea that West Germany should boost its economic growth rate by running higher public sec-tor deficits. Page 2 zil publicly rallied around new Pres- BANQUE INDOSUEZ, French

ent Jose Sarney, in a display of banking group, boosted consolidated net profit 34 per cent to FFr 505.3m (\$55.5m) for 1984. Page 18 MERRILL LYNCH, world's biggest

Mexican authorities have dismissed a state's police force for corruption and abuse of authority. Page 3

Mexican authorities have dismissed trol its rapidly rising expenses, nearly tripled first-quarter net income to \$55.8m. Page 17 TWO MEN accused of tax and currency offences in a case involving Citibank have been jailed by a Mi-

> KABIVITRUM, Swedish pharma-centicals group, withdrew its most profitable product, Crescormon, from world markets after suggestions in the U.S. that it can cause a fatal brain disease. Last year almost 60 per cent of the company's profits came from sales of the drug,

used in the treatment of dwarfism Page 18 STOCKLEY emerged as winning bidder for a 22 per cent stake in Stock Conversion and Investment Trust, one of the UK's largest prop-erty groups. Lex. Page 16; Details, Page 23

INTASUN LEISURE is to buy Global Tours, Great Universal Stores's tour operating offshoot and one of Britain's biggest coach operators.

HONDA MOTOR, Japanese car and motorcycle manufacturer, boosted consolidated net income 34.5 per cent to a record Y128.5bn (\$495m) during the year to February 28. Page 19

BASF and Hoechst, West German chemical companies, returned sharply increased annual earnings and substantially lifted dividends.

largest computer maker in the world, reported a 10 per cent decline in third-quarter earnings to slow protest about pay and boouses, \$91.69m, despite an 18 per cent gain a Chinese trade union official said.

Gorbachev makes sharp attack on U.S. arms policy

ment with the Soviet Union."

the prevention of the arms race in

space simultaneously with the limitation of nuclear weapons on earth.

the Soviet leader that the U.S. had

broken the agreement to start the

talks in Geneva, Mr Gorbachev said

Washington 'violates the accord, reached in January, on the inter-

connection of the three subjects -

on the prevention of the arms race

in space, on nuclear strategic arms

reduction and reduction of medium-

Soviet proposals clearly show the United States' reluctance to lead

BY PATRICK COCKBURN IN MOSCOW

MR MIKHAIL GORBACHEV yes- "Washington does not seek agreeterday launched the sharpest attack on U.S. policies he has delivered as Soviet leader, accusing Washington of having no interest in reaching arms control agreements; of violating the conditions of the Geneva arms talks and of failing to respon "with any gesture of goodwill" to Soviet initiatives.

The salvoes were delivered at the

first meeting of the Communist Party's 300-member Central Committee under Mr Gorbachev's leadership. With its monopoly of politi-cal power in the Soviet Union, the committee appointed three of Mr Gorbachev's close associates to the ruling Politburo: Mr Yegor Ligachev, formerly the committee's head of personnel, Mr Nikolai Ryzhkov, head of its Economics Department and Mr Viktor Chebrikov, the head of the KGB. Marshal Ser-

gei Sokolov, the Defence Minister, was made a non-voting member of the Politburo. The appointments are seen as strengthening Mr Gorbachev's ability to carry out changes in the perconnel and policies of the Commun-

ist Party and Government. Delivered on the closing day of the first round of arms talks in Geneva, the Soviet leader's speech was notable for its flat assertion that meeting with President

Reagan, said the Soviet Union hoped the current U.S. attitude "would be corrected." Mr Gorbachev said that the U.S. had refused to discuss in Geneva

He said: This would open an opportunity for achieving mutually acceptable accords. We, for our part, are prepared for this."

He went on to promise the Soviet armed forces all the support they needed, although in recent weeks the Soviet leaders have stressed that military allocations depend on the growth of the economy as a whole. Defence is estimated to account for some 13 per cent of Soviet gross national product.

Although the Kremlin may have decided that no substantive negotia-tions are likely in Geneva, Mr Gorb-achev has been eager to seize the In explaining the U.S. stance, Mr Gorbachev repeated the continuing Soviet theme that the U.S. wished initiative in foreign policy by agree-ing to go to the United Nations Gen-eral Assembly meeting in New York in September where he is likely to to change the balance of power in

the world against the Soviet Union. He recalled that Moscow had demeet President Reagan.
The additions to the Polithuro folclared a freeze on the deployment of its own medium-range missiles. low recent changes in local party leadership which have linked to-"The Government of the U.S. has not responded to any of these initiagether the need for economic retives with any gesture of goodwill. Standard and customary 'No's' to form with a campaign against cor-

Continued on Page 16 Western European Union meet-ing, Page 3; diplomatic expul-sions, Page 2

Daimler-Benz to buy 68% stake in Dornier

BY JOHN DAVIES IN FRANKFURT

man motor vehicle group, has agreed to take a 68 per cent stake in Dornier, the aerospace company, where the family shareholders have been engaging in a hitter fend.

The move represents a broaden-ing of Daimler-Benz's involvement in high-technology areas alongside its passenger car and commercial vehicle business. Only two months MTU, the aero-engine and dieselengine maker.

Daimler-Benz has not disclosed how much it proposes to pay for its majority stake in Dornier, but the state government of Baden-Württemberg has agreed to pay DM 23m (\$69.4m) for a 4 per cent stake. On that basis, the Daimler-Benz purchase would amount to about DM 4000m

The proposed deal would leave 20 per cent of Dornier in the hands of Herr Claudius Dornier and 8 per cent with Herr Silvius Dornier. They are two of the six family members who have been wrestling for control of the aircraft maker and space technology concern.

Family members have a first op-

DAIMLER-BENZ, the West Ger- tion on share sales, but all - with Mannesmann, the engineering the exception of Herr Claudius Dornier - have so far, approved the Damler-Benz deal. The motor vehicle concern said it was confident was their that it could not get a mathat Claudius Dornier would go jority holding: along with the agreement.

tion pioneer, more than 50 years

Long-running conflicts between his heirs led to concern among the workforce and in political circles about the company's future. Anxieties grew when Herr Manfred Fischer, the newly appointed chief executive, was abruptly dismissed recently – only to win a court order invalidating his dismissal.

With some family members tired

trol of Dornier should remain in the hands of business interests in his

group, tried to buy a stake in Dor nier but annouaced yesterday that it had withdrawn its offer after it

Daimler-Benz said Dornier Dornier, which had sales revenue which has 9,000 employees, woold of DM 1.5m last year, was founded continue as an independent entity. The motor vehicle concern, whose sales reached DM 43.3bn last opening into future-oriented tech-

Daimler-Benz's prestige car busi ness has been going ahead strongly, while its commercial vehicle business slipped in recent years as a result of recession and the international payments problems of developing countries.

MTUs aero-engine operations

of the wranging and willing to sell out, Herr Lothar Spath, prime minister of Baden-Württemberg, took the initiative of bringing them together with Daimler-Benz for protacted negotiations.

Herr Spath was anxious that control of Dornian charles are specifically as a specific culties Daimler-Benz saw an opportunity of Dornian charles are specific to take a significant to the same of the same opportunity of Dornian charles are specific to take a significant to the same opportunity of the same opport

Dornier family ties, Page 18

Unocal unveils new defence

BY WILLIAM HALL IN NEW YORK

UNOCAL, the U.S. oil company under attack by a group of corporate Pickens.
predators led by Mr T. Boone Pick- In an ens, the Texas Oilman, yesterday unveiled its latest defensive ploy and announced plans to buy back nearly a third of its equity for a

S3.5hn package of bonds.
Unocal said it would purchase
50m of its 173.9m outstanding shares for \$72 a share in senior secured notes whether or not Mr at \$54 each. The latest move is a variation on

DIGITAL EQUIPMENT, second

made it much less attractive to Mr are angered by the company's Pickens. "scorched earth" tactics, which ap-Pickens.

In an unusual move, Unocal pear designed to fend off Mr Pick stressed that it would not accept ens at all costs.

Unocal had the power to disenfran-Pickens's Mesa group is successful chise its biggest shareholder, which shares rose \$1% to \$49%.

In its bid to buy 64m Unocal shares controls 13.6 per cent of the compa
Mr Pickens started a \$1.6bn law

any of Mesa's 23.7m shares for ex- Before the Mesa bid Unocai change into its debt securities. That would put Mr Pickens at a major disadvantage because the value of the remaining shares would be expected to fall after the transaction. It was unclear last night whether the fight. In early trading yesterday Unocal

suit against Unocal's defensive tac-The latest move is a variation on Mr Pickens described Unocal's tics and stressed that Unocal had last week's announcement that Un-

ocal would buy back the remaining after conditional offer to buy back the remaining after and said it was designed to predebt, if Mr Pickens succeeded in winning majority control of the company. That would have left the oil company heavily indebted and offer conditional offer to buy back its shares at \$72 as a "phantom of alternative to his \$54 a share cash offer." Mr Pickens is urging Unocal shareholders to vote for an adjournment of next Monday's annual to sympathise with Mr Pickens and meeting

Europe 2	Editorial comment
Companies 18	Eurobonds
America 3	Financial Futures
Companies 17, 20	Gold
Overseas 4	Int'l Capital Markets
Companies 19	Lex
World Trade 5	Management
Britain 10, 11	Market Monitors
Companies 22-25	Men and Matters
	Mining
Agriculture 36	Money Markets
Appointments 26	Resources review
Arts - Reviews	Stock markets - Bourses 2
- World Guide 13	Wall St 27-30
Business Law	London 27, 33
Commodities	Technology

CONTENTS .

Technology: the star wars Lex: U.S. Federal Reserve: laboratory 9 Stock Conversion 16 Editorial comment: technolo- Dornier: breaking the family Bonn summit: U.S. budget Insurance:

South Africa: reform and Heavy industry: the case for repression 4 crossing frontiers 15

British Aerospace: the Canada: Montreal bank unknown quantity 14 makes the big six 20

deficits 15 Survey Section IV

hopes to add fizz with new formula

By Paul Taylor in New York

COCA-COLA'S effervescent Cubanborn chairman, Mr Roberto Goizueta, made history yesterday. Ninety-nine years after an Atlanta pharmacist and patent medi-cine salesman, Dr John Pemberton, cooked up the first brew of Coca-Cola in a three-legged bras pot, Mr Goizueta announced that the world's largest soft drinks group had changed the still-

secret Coca-Cola formula. Confirmation of the widely leaked change came at a New York press conference at which Mr Goizueta presented a new, sweetertasting Coca-Cola, which the con-sumer giant billed as "the most significant soft-drink development" in its history.

Mr Goizueta, who inherited the oumber one job at Coca-Cola in 1981, said the new secret formula, developed over the past four years, will sit alongside the old, known as "Merchandise 7%," in the downtown vaults of the Trust Company of Atlanta, Georgia.

Although Coca-Cola has made a number of slight changes to the formula mostly believed to have involved minute changes in caffeine and sugar content over the vears, the latest change is geoerally viewed as the most significant since the company withdrew the minute trace of cocame in Coca-Cola in 1903.

Mr Goizueta described the new taste Coca-Cola as, "smoother, rounder, yet bolder - a more har-monious flavour. He indicated that the change had been ap-proved earlier this year by the le-gendary Mr Robert Winship Woo-druff, the 94-year-old pairiarch of the company who helped to build Coca-Cola's unrivalled world distribution network in the war

But the Cola-Cola chairman strong ly denied that change came in re-sponse to market pressure from Coca-Cola's archi-rival, Pepsi Cola, which has been challenging Coca-Cola's market supremacy is

He denied that Coke "had taken the Pepsi challenge," insisting that the change was prompted after extensive consumer testing which found that the new formula was preferred to the old by 65 of every 100 customers.

evertheless, the new Coca-Cola marks a further intensification of the soft-drinks war. Yesterday, Pepsi took out full-page adver-tisements in U.S. papers declar-ing: "After 87 years of going eyeball to eyeball, the other guy just blinked.

Coca-Cola Renault shows record loss of \$1.36bn

BY PAUL BETTS IN PARIS

RENAULT, the motor group long championed by the Socialists as the symbol of successful state ownership in France last night reported record losses of FFr 12.55bn (\$1.36bn) last year compared with losses of FFr 1.57bn in 1983 and FFr 1.28bn in 1982.

The 1984 losses include a huge FFr 9.8bn delicit in the group's traditionally profitable car division at a time when Renault's main rivals in Europe and the U.S. have staged a strong financial recovery. Renault's car operations earned the group FFr 674m in 1983.

M Georges Besse, Renault's new chairman, was judged last night to cover the cost of joh restructuring and reduce financial charges, which last year totalled FFr 3.9bn, or the equivalent of 3.3 per cent of Re-nault's group sales of FFr 117.6bn. M Besse, who took over ot Re-

nault last January after the forced resignation of M Bernard Hanon, is now seeking FFr 8bn in immediate meet to cover the group's 1984 ac-counts. Renault, which spent FFr 9.9bn in new investments last year. is also expected to oeed additional support if is to maintain its current annual investment rate of about FFr 10hp

The record losses and Renault's fresh calls for funds is bound to be used by the French right-wing opposition as further ammunition

against Socialist nationalisation policies in the run-up to next year's general elections. The Government however, is also claiming that a number of nationalised industrial groups, with the exception of the steel and car sectors, have returned

Renault reported its losses after a lung-awaited board meeting, but M Besse did not use the occasion to outline his recovery strategy. In-deed, the former chairman of the nationalised Pechiney aluminum group has been keeping his cards close to his chest since taking over

at Renault M Besse, whose immediate priorhave deliberately sought to clean ity is to resolve Renault's financial the group's balance sheet by making heavy provisions of FFr 4.5bn to detailed review of the group's worldwide operations. He is generally expected to seek to recentre

the group on its traditional car as-sembly operations.

Although no big decisions have yet been taken by M Besse, he is clearly reviewing the future of Re-nault's extensive U.S. interests, innow seeking FFr 8bn in immediate cluding major shareholdings to support from the French Govern- AMC and Mack Trucks.

M Besse has also been said to be considering the possibility of clos-ing Renault's large and old Billancourt plant in Paris, shutting an engine plant in Mexico and reviewing the group's diversifications in other

Continued on Page 16 profits for Honda,

Pretoria holds three top UDF officials

BY ANTHONY ROBINSON IN JOHANNESBURG

ed the three most important offi-vestigations into the outbreak of vi-cials still at liberty of the United plence in the Transvaal last Sep-Democratic Front (UDF), the promitember.

can National Congress Party. po Malefe, UDF general-secretary; the basis of the treason charges.
Mr Patrick Terror Lekota, the puMr Lekota, whose nickname to

Mr Patrick "Terror" Lekota, the pu-bicity secretary; and Mr Moses Chi-ror" dates back to his earlier career cial secretray; also follow a series of arrests and harassments of other UDF leaders in recent months. The three are being held under internal

SOUTH AFRICA yesterday arrest- security laws in connection with in-

nent multiracial political grouping opposed to the country's apartheid policies.

More than 40 UDF leaders are ow in jail and the anthorities are planning two major treason trials planning two major treason trials The latest detentions come five later this year which will attempt to days after President P.W. Botha is sued a fierce attack on the UDF as of links between the UDF and the banned ANC, whose formal com mittment to the violent overthrow Yesterday's detections of Mr Po- of the South African Government is

kane, the former Transvaal provin- as a professional footballer, was arrested at Port Elizabeth airport af-Continued on Page 16

Reform and repression, Page 4

FINANCIAL EXPERTS

OF ASIA. Nomura (Switzerland) Ltd., a member of the Nomura Group - specialists in key financial services. Our long experience and outstanding research capabilities help you in decision making in today's complex financial environment.

IN JAPAN

AND THE OTHER COUNTRIES

NOMURA NOMURA (SWITZERLAND) LTD.

Nomura (Switzerland) Ltd. Schützengasse 25 8023 Zürich Tel.: 01 211 60 25 .Telex: 813 782

10, quai du Seujet 1211 Geneva 11 Tel: 022 32 46 46 Telex; 23184

Nomura (Switzerland) Ltd. Nomura (Switzerland) Ltd. Via Monte Cenen 17 6900 Lugano Tel.; 091 20 22 22 Telex: 841272

WEU nations put off

adopting common

stand on Star Wars

FOREIGN and Defence Ministers of the reactivated sevenation Western European Union In the end, the ministers

vesterday postponed the adop- agreed "to continue their coltion of a common position on lective consideration in order to the U.S. offer that they should achieva as far as possible a co-participate in President Ronald ordinated reaction of their

Ranagn's Star Wars research governments to the invitation of programme, malnly on British insistence.

Their decision means that also underlined the importance of continuing hillateral consulta-

the European countries taking of continuing bilateral consulta-part in the susmit of the tions with their partners in the Western industrialised countries Atlantic atlance "as an essen-

France to press forward

DESPITE misgivings from and laser technology—are pre-Britain, and to a lesser extent cisely those central to SDI.

Undarlying the urgency with which Paris is pressing Eureka

with Eureka initiative

Western industrialisad countries in Bonn on May 24 will be speaking with separata voices on the U.S. Strategic Defence Initiativa (SDI). in keping with Washington's wishes.

The tortuous wording of the finat communique reflected the difficulty which the ministers from Britain, France. West Germany, Italy and the three Becelux countries bad in reconciling their positions on the SDI research programme.

research programme.

Harr Hans Dietrich Genscher,
the West German Foreign
Minister, the most anthusiastic

advocate of a common European atanca, was faced with the reservations of British ministers who made clear they favoured

tations with favourably disposed EEC partners on its "Eureka"

initiativa for far-raaching Enro-pean collaboration in high tech-

nology.

M Roland Dumas, the French
profassed

Foreign Minister, profassed himself yesterday "well sans-fied" with the responsa to the

idea at the maating of ministers

from the aeven-nation Westarn European Union (WEU) which

Paris, he said, would be bagin-ning contacts "within the next few days" with interested parties. Among the members of the WEU, these include West Germany, Italy and Luxem-bourg.

Although M Dumas stressad field, that in contrast to the SDI, Bri

ended here after two days.

governments to the invitation of

tial element of allied cohesion."

Mr Micbaal Heseltine, the British Defence Minister, tried

to minimise the differences be-

to minimise the differences between Britain and its partners
by emphasising that it was
impossible for the WEU countries to adopt a co-ordinated
position on participation in SDI
research until we know what

the opportunities are.

Countries would now be able
to explora those opportunities
bilatarally with the U.S. and
once these had been identified.

a start could be made on co-ordinating positions. However,

few ministers displayed much faith in the ultimate outcoma of such attempts.

cisely those central to SDI.

Undarlying the urgency with which Paris is pressing Eureka

is the fear that with or without the SDI, Europe now faces the

tbreat of slipping into techno-logical dependence on the U.S.,

unless it can step up its collaboration and get bettar value for money from its research and devalopment M Dumas warned that if

Europe did not swiftly work out

a concerted policy, it risked anding np as a mere sub-contractor. "Nothing." he sald, "will prevent our scientists, our

capital and our individual companies yielding to the temptation of ad-hoc co-operation with U.S. contractors," thus destroying Europe's hope

of retaining credibility in the

Britain's two ostensible complaints, it was clear last night; relate to the lack of

the opportunities are."

BY ROBERT MAUTHNER, DIPLOMATIC CORRESPONDENT IN BONN

Poehl draws firm line on boost to growth

LITTLE MORE than a week countries with relatively low university in Bochum, Herr before the Weslern economic budget deficits and inflation Poehl noted that calls for a summit conference in Bonn, the summit conference Bundesbank has firmly rejected the idea that West Germany abould seek to boost its economic growth rata by running higher multiple higher mult ning higher public sector deficits.

The president of the inde-pendent central bank, Herr Karl Otto Poehl, said yesterday that the so-called "locomotive theory" could well be resur-rected at the summit—albeit directed more at Japan than the Faderal Rapublic.

According to this theory,

THE LATEST tit-for-tat expul-

sions from London and Moscow are sure to have some impact on

Anglo-Soviet relations, which had reached thair warmest

had reached thair warmest point for several years. But on past form, the effect is likely to be a temporary frostiness, rather than a lasting freeze.

The key unknown is bow relations would have otherwise developed, following last December's highly auccessful trip to the UK by Mr Mikhail Gorbacbev who even then, two months before he became Communist Party general secretary, was still the highest-ranking Soviet laadar to visit Britain aince the 1950s.

Ona immediate casualty may

be the visit which Mr Andrel Gromyko, the Soviet Foreign Ministar, is due to make to Lon-

don this year, it would be his first trip to the UK since 1976.

tour of Warsaw Pact countries.

After a long gap from 1971.
tit-for-tat expulsions set ln with

almost metronomic regularity in

the early 1980s as the Thatcher

Government grew concerned about underhand Soviet acquisi-

tion of British high-technology, some of it considered to be of

military potential.

Anglo-Soviet relations were in any case soured by the crises over Arghanistan and Poland, and did not seem to be chilled

much further by the expulsions.

The events ovar the past two
years, most notably the
Gorbachev visit to London, but

aince tha 1950s.

The theory played an important role at the last Boun had sought to secure economic economic summit in 1978, and resulted in a West German deficits of more than 6 per cent commitment to take steps to of GNP—compared with previous lavels rarely more than again running big trade surplusas (DM 54bn last vear), its current account is well in the Bonn kept its promise, but made its budget difficulties worse by

THE EXPULSIONS OF BRITISH AND SOVIET DIPLOMATS

Sept.-Oct. 1971: 105 Soviet officials expelled: 18 British

officials expelled: 18 British cliticens expelled or visas cancelled, 13 of them diplomats and five businessmen. The UK then introduced officials cellings for Soviet officials to Britain which bave been reduced with every subsequent public expulsion.

Aug. 1981: One Soviet diplomat expelled; one British diplomat expelled.

Feb. 1982: One Soviat trade delagation official expelled; no

Dec. 1982: One Soviet naval attache expelled; one British

naval attache expelled. Jan. 1983: One Soviet em-

and Chernenko funerals), have given Britain more diplomatic

Britain. The first is that Britain is by no means the only country

to take a tougher stand on "Impermissible" Soviet activi-

The early 1980s has seen an increase, though not a steady one, in the number of Soviat diplomats and officials expelled

by their host govarnments—27 in 1981, 49 in 1982 (23 from Europa), nearly 150 182 from Europe, including 47 from France alone) in 1983 and 19

Soviet retaliation.

British ministers were not planning trips to Moscow for the
time being, with Sir Geoffrey
Howe, the Foreign Secretary,
baving just completed aarliar
this month bla "grand slam"

A Warney Per countries

given Britain more diplomate
ground to lose this tima.

But, despite this week's aogry
protast from the Sovlet's, there
are several factors why they
will probably not want to downgrade relations, especially with

last year.

Cold snap in a warming climate

trading partners.

Tha thaory played an important role at the last Boun had sought to secure economic

Such big deficits as Bonn had current account is well in the at that time—and as the U.S. black its inflation rate is down had now—could only be cut to a to about 2.5 per cent and to budget difficulties worse by had now—could only be cut to a to about 2.5 per cent and the Government will adopt a doing so.

To a speech before the Ruhr ful process, Harr Poehl said, cut sharply in the past two summit.

> ployee at the Loudon-based International Wheat Council expelled; no Soviet retaliation.

expelled; no Soviet retailation.

Mar.April 1983; Two Soviet
diplomats and one Soviet
journalist expelled; one
British journalist (Anthooy
Robinsoo of the Financial
Times) expelled; one Soviet

diplomat expelled.
Sept. 1983: One Soviet trada
delegatioo official expelled; oo
Soviet retaliation.

May 1984: One Soviet diplomat expelled; one British diplomat expelled.

April 1985: Five Soviet diplomats and officials expelled; three British diplomats

ing Committee (CoCom).

Because the Soviet Union has

probably become more rather than less dependent on Western

high technology in its afforts to match U.S. weaponry advances,

it will not want diplomatic ructions to affect trade. Indeed

Mr Gorbachev went out of his way in London to praise those European and British companies which had defied U.S.

panies which had defied U.S. ambargoes on plpeline equipment. He will probably remember with pleasure that he was loudly applauded by British businessmen for that remark. Only in 1971 did British businassmen bear the brunt of any Sovict retaliation, and there is every sign that Moscow, mistrustful of renewing 1970-style economic ties with the U.S., wants to encourage the widest

have brought in the first place. Herr Poehl racalled that at the time Bonn had adopted a "deficit spending" course virtually no one had

haps more than his immediate

predecessor, appears to realise the political milaage in wooing

Western Europe, which remains sceptical about tha

merits of the Reagan Admini-stration's Star Wars plans, and

of a British Government whose

Foreign Secretary bas openly

But what still remains some-thing of a mystery is the extent of Soviet diplomatic "misbe-haviour" which Britain, in common with other Western Governments, allages but does not publicly datail, when an-

not publicly datail, when announcing explusions.

This is the more curious because the Soviet ambassy in London faces special penalties.

The British Government has in recent years not only warned that it would retaliate against any Soviet retallation, a threat which was certified out in April

which was carried out in April 1983, but since 1971, Britain bas lowered the numerical ceil-ings on Soviet officials in the UK by every Soviet it expels. Thus, after the latest expul-

Thus, after the latest expul-sion round, the maximum num-ber of permitted Soviat accredited diplomats comes down to 39 and tha number of Soviets working in "ancillary organisations," such as tha trade delegation, Aeroflot, Intourist, Pravda, Tass and so on, down to 104.

The handican on the Soviat

The handicap on the Soviet diplomatic, business and journalistic presence in the UK grows therefore with each expulsion. So far at least, the

Soviats have imposed no such permanent ceiling on tha British ambassy in Moscow, which is theoretically free at some point to send replace-

volced this scepticism.

in the centre-right govarnment parties, urging that a less tight fiscal course be followed.

In particular, there bas been virtually no one had support for the view that Bonn contradicted lt—not even the should push through the whole of its DM 20bn tax concessions packaga oext year, instead of doing it in two stages in 1986 barg, the Finance Minister, bas been firmly against this, howavar, and thare is no sign that

Italy sets

THE ITALIAN Parliament has passed a law which should greatly improve management of the country's badly run-

of the country's hadly run-down railways.

Tha Ferrovie dello Stato
(FS) will become a state-owned corporation rather than an agency of the Ministry of Transport. Up to now it has simply been regarded as state property. little different to the fore-shore round Italy'a coasts. As

become efficient.

It has had to ask Parlia-

men guilty in currency case

Cltibank agreed to pay back taxes to West Germany and Switzerland in order to aettle similar charges in those

railways on new track

By James Buxton in Rome

shore round Italy's coasts. As such it does not compile a balance-sheet, makes no allowance for depreciation and has little incentive to

ment if it wanted to do any-thing more than routine maintenance. Uotil the recent inauguration of a L34,000bn (£14bn) investment pro-gramme Parliamant was gramme Parliamant was extremely reinctant to vote funds and the system has deteriorated.

Two Citibank

By Our Rome Correspondent
TWO MEN accused of tax and
currency offences in a casa
involving Citibank, the leading New York bank, have
been sentenced to fail for a
year and fined in Milan.
Five others were convicted
but pardoned, and four more
were found not guilty.

technically known as "park-ing," in which Citibauk branches allegedly arranged foreign exchanga transactions between each other at artificial prices which resulted in trading positions or the profits on particular deals ending up in a foreign branch where the laws were most

deteriorated.

In future, the railways will run as a corporation with a board with greater power to make decisions. The Corporation will also begin its existence with no dabt.

Howevar, the railways will continna to be subsidised beavily (revenua from passengers and freight covers only 20 per cent of current expenditure) and slimming the 220,000-strong labour force is likely to be tackled very slowly.

that in contrast to the SDI, Britain's two ostensible complaints, it was clear last as a civilian venture which applications, the areas on which it concentrates, among them to make any major change in optronics, high-performance computers artificial intelligence to accommodate Eureka.

were found not guilty.
The case involved a scheme

law plan

raises tensions

By Our Lisbon Correspondent PORTUGUESE COVERNMENT plans to liberalise rigid labour laws that employers say make It virtually impossible to dismlsa workers are aggravating tensions within the country's Socialist-Social Democrat coali-tion and raising the prospect of widespread industrial unrest. Leaders of the socialist trade

union federation, the Uniao Geral de Trabalhadores (UGT). yesterday threatened a general strike if the Bill becomes law when it goes before parliament in May after a year of fruitless negotiation in the all-party Commission for Social

The UGT, which has pre-viously atriven to accid confrontation, demonstrated the strength of its militant opposi-tion to the measures with an

Lisbon's labour | Church marks Popieluszko death

The events over the past two years, most notably the Gorbachev visit to London, but also trips to Moscow, once by SIr Geoffrey and twice by Mrs Thatcher (for the Andropov agreed in the Paris Corodinat-

ld heavy prison with the authorities.

two Warsaw bishops yesterday sentences on the four security prayed at the grave of Fr Jerzy servicemen who killed the Popleluszko, the murdered propriest. Col Adam Pietruszka, Solldarity priest, demonstrating the most senior and tha man Solidarity patron and the banned union's underground

leadership in Warsaw has told supporters to gather at the church for a service on May

Solidarity priest, demonstrating that the crime has been firmly elchad on to the Polisb Roman Catholic Church's memory.

The ceremony, held on the feast day of St George, Fr Popleluszko's patron, was the first of its kind since the priest was murdered. Bishop Wiadyslaw Miziolek told the white-clad clergy that Fr Popieluszko's life was a reminder that "they should always be ready to bear witness to their faith."

The ceremony, held on the feast day of St George, Fr Popieluszko's patron, was the first of its kind since the priest white stone church where Fr Popieluszko worked and is buried, hung a picture of St George alaying a red dragon, an should always be ready to bear witness to their faith."

The ceremony, held on the feast day of St George, Fr and 14 years each.

Yesterday, in front of the white stone church where Fr Popieluszko worked and is buried, hung a picture of St George alaying a red dragon, an important session of the Courch-state mixed committee today. This meets at a time of tanker who actually led the assault, also a 25-year term. His two subordinates will serve 15 pay after which a demonstration against food price rises is likely.

The ceremony, held on the feast day of St George, Fr and 14 years each.

Yesterday, in front of the white stone church where Fr and 14 years each.

Yesterday, in front of the white stone church where Fr and 14 years each.

Solidarity priest, demonstration against food price rises is likely.

The ceremony, held on the assault, also a 25-year term. His two subordinates will serve 15 pay after which a demonstration against food price rises is likely.

The ceremony, held on the assault, also a 25-year term. His two subordinates will serve 15 pay after which a demonstration against food price rises is likely.

The ceremony, held on the supporters to gather at the courch for a service on May Day after which a demonstration against food price rises is likely.

The ceremony of the ceremony yesterday which brought together a third of the clergy in the certman and the support

Arms talks cordial but tough, says U.S. envoy

BY WILLIAM DULLFORCE IN GENEYA THE U.S. and the Soviet Union is unlikely before a third round

position but at least a cordial working relationship has been established between Mr Max Kampelman: of the U.S. and Mr Viktor Karpov of the Soviet

Tha negotiations have been difficult, but have balped bring about increased understanding about increased understanding of one another's positions. Mr Kampelmann sald In a brief statement after a last two-hour session at the U.S. mission. Ha will fly to Brussels today to brief the Nato allles before returning to Washington to report to President Ronald Reagan.

Reagan. Mr Kampelmaun said meetings with the Russians bad been both formal and informal. On one occasion he and Mr Karpov were seen dloing alone at one of Genava's most raputed

restaurants.
The secrecy cloaking tha negotiations has been tightly maiotained but some members of th eU.S. team do not subscribe to the view that progress towards control of nuclear arms

resterday adjourned their of talks in the autumn after a nuclear arms talks until May 30.

In the first round lasting six Reagan and Mr Mikhail weeks neither side appears to have moved from its starting position but at least a cordial our time here," one said yesterday.

Ivo Dawnay adds from Brussels: Mr Richard Burt, the U.S. Assistant Secretary of State currently chalring Nato's Special Consultative Group, and here yasterday that the Geneva talks were so far only "a feeling-out proceas."

"a feeling-out proceas."

Although no one had expected rapid progress, the Sovlet offer of a freeze on medium-range missilc deployment was viewed as a propaganda ploy and a "disappointment" by the SCG. "It is not altogether clear to us that the Sovlets intend to be serious in the negotiations," be said.

The SCG agreed that the moratorium offer was not an acceptable basis for agreement. It would perpetuata Soviet It would perpetuata Soviet superiority in missile numbers at the level of eight to one, diminish its incentives to agree serious cuts in its SS20 missile forca, and did not prevent deployment outside tha Enropean zone of the Soviet Union.

Ministers in pursuit of extra EEC farm cash

By Quentin Peel In Luxembourg

BUDGET MINISTERS of the European Community resterday resumed their struggle to finance the inexorable increase in the cost of the EEC farm policies, facing a demand for extra national contributions of up to Ecu 2.Sbn (£1.7bn) tn produce a halanced budget of some Ecu 29bn for the current

year.
The ultimate figure for extra cash to be approved by the 10 national parliaments is likely to be closer to Ecu 2hn, if the ministers stand by the culs they agreed last year before their draft budget was rajected by the European Parliament. Britain, with some support

from Belgium and the Netherfrom Beigium and the Neutriands, was last night fighting in reduce that gap further, in the knowledge that the farm ministers have yet to agree on a farm price package which could have the opposite effect.

The Budget Council resume a first propheny to a form. in Luxambourg to redraft a 1985 hudget to end the Community's present cash rationing which restricts monthly finances for the whole range of EEC policies to one twelfth of 1984 spending. The main effect has been to prevent the launch of

been to prevent the launch of aov new policies, such as the EEC research programme agreed last Dacember. The ministers first met a delegation from the Parlia-mant, which rejected the original budget for failing to particularly on farm policies, M Piarre Pflimlin, the Parliament's president, warned them that the new draft must allow for the full effect of any farm price increase still living debated in the Agriculture Council. Any unhalanced budgets would risk rejection

again. He also attacked the plan to allow Britaln its promised Ecu 1bn budget rebale in the form of reduced budget contributions to be financed by the other nioc member states. The Parliament wants the money pald in the form of special spending schemes, as in former

However, the British rebate is one issue regarded as sottled by the budget ministers, with a formula worked out by the European Commission to share the cost among the rest of the Community. This would increase France's contribution from Ecu 3.45bn to Ecu 3.79bn, for example, possibly making that country a net contributor to EEC finances for the first time.

ime.
In spita of having won its case on the rebate, the British delegation remains the sternest on seeking to bold down the rise in farm spending.

Austria acts against rise of neo-Nazism

By Patrick Blum in Vienna AUSTRIA is launching an infor-

mation campaign against Nazi Ideas to counter growing neo-Nazi activity among the young. A law is also to be introduced to enable the authorities to punish neo-Nazi activities more effectively.

Herr Karl Blecha, the loterior Minister against here.

cffectively.

Herr Karl Blecha, the Ioterior Minister, says be believes there are no more than about 200 hard-core noo-Nazi activists in Austria although the number of sympathisers may be much greater.

In recent mooths leafiets glorifying Nazi ideology and denying the slaughter of cm Jews have been distributed outside achools. The authorities bave been unable to do anything

sade achoois, the authorities bave been unable to do anything about this since distributing leaflats floes not represent actual Nazl activity, which is

actual Nazl activity, which is illegal, but an expression of opinion.

In 1983 eight Austrians end one West German were jailed for bomb attacks on Jewishowned shops and bomes. A recent study suggested that 15 per cent of Austriana sympathised with extreme Right-wing and Nazi ideas.

Bank of Ireland

announces that with effect from close of business on the 24th April, 1985

Base Rate for Lending is reduced from 13.5% to 12.75%

per annum

Bank & Treland

Ireland-Iberia pact to share TV satellite

tion to the measures with an unprecedented proposal to organise joint industrial action with the communist CGTP. Intersindical Union Federation.

AN AGREEMENT between bave encountered in trying to organise joint industrial action share a direct broadcastiog satellite (DBS) may now offer the best chance for tha Irish to traditionally a bitter rival

AN AGREEMENT between bave encountered in trying to organise their own DBS aystem. reported that a wbolly-Spanish satellite would not be a complete further consideration.

Spaln, Portugal and Ireland in satellite would not be a complete satellite would not be a complete further consideration.

Spaln, Portugal and Ireland in satellite would not be a complete satellite would not be a complete further consideration.

Spaln, Portugal and Ireland in satellite would not be a complete further consideration.

Spaln, Portugal and Ireland in satellite would not be a complete further consideration.

Spaln, Portugal and Ireland in satellite would not be a complete further consideration.

Spaln, Portugal and Ireland in satellite would not be a complete further consideration.

Spaln, Portugal and Ireland in satellite would not be a complete further consideration.

Spaln, Portugal and Ireland in satellite would not be a complete further consideration.

Spaln, Portugal and Ireland in treland in the same of these involved in satellite would not be a complete further consideration.

Spaln, Portugal and Ireland in the same of these involved in satellite would not be a complete further consideration.

Spaln, Portugal and Ireland in the same of the same

satellite (DBS) may now oner the best chance for tha Irish to beam television programmes insurmountable barrier to efficient management. enabling them to dismiss workers only in cases of flagrant criminal miscoduct after tribunal hearing taking up to four years.

Satellite (DBS) may now oner the broadcasting and no series orbital position under an international agreement which best chance for tha Irish to beam television programmes into the potentially lucrative UK market.

Irish plans to launch a satellite would not be a commercial proposition.

One of the four consortia interested in an Irish satellite, were all allocated the same mercial proposition.

A joint operation would also welcoma an Iberian tie-up but between the governments and broadcasting authorities of the three countries and no serious interested in an Irish satellite, was a commercial Irish bids would also were all allocated the same orbital position under an international agreement.

One of the four consortia interested in an Irish satellite, would not be a commercial proposition.

A joint operation would be possible to between the governments and broadcasting authorities of the three countries and no serious interested in an Irish satellite, would also were all allocated the same mercial proposition.

A joint operation would be possible to between the governments and broadcasting authorities of the three countries and no serious interested in an Irish satellite, would also were all allocated the same mercial proposition.

A joint operation would also welcoma an Iberian tie-up between the governments and broadcasting authorities of the three countries and no serious interested in an Irish satellite, by settle to between the governments and three trouble to be a commercial proposition.

A joint operation would also were all allocated the same mercial proposition.

A joint operation would also were all allocated the same mercial proposition.

A joint operation would also were all allocated the same mercial proposition.

A joint operation would b

Andriana Ierodiaconou assesses peace efforts as Greece prepares for a general election

UN chief tries again to bring Cyprus together

WHEN THE Cyprus peace talks collapsed last January in New York, Sr Javier Perez de Cuellar, the United Nations Secretary Genaral, said he boped to bring President Spyros Kyprianou and the Turkisb Cypriot leader, Mr Rauf Denktash, together again in February. That deadline, and later ones, have passed, but the UN is still struggling to make the meeting bappan.

The Secretary General's task is to get the two sides to agree

Sr Perez de Cueller bas pre-

The Secretary General's task is to get the two sides to agree on the substance of a draft settlement for reunifying Cyprus, partitioned aince Turkisb troops invaded in 1974, and on the procedure to be followed to approve such a settlament at a Kyprianou-Denktash meeting.

But the draft settlement plan tabled in New York is believed to remain at Its core essentially unchanged. A key feature of the January plan was the creation of a two zone federal republic with a single citizenship in which the 18 par cent of the territory would control approximately 29 per cent of the territory (as opposed to the 37 per cent occupied: even the right of aettlement. to the 37 per cent occupied by

occupied territories to be re-turned to the Greek Cypriots, guarantees for a future accord, and the right of settlement,

Mr Kyprianou insisted that these should be nagotiated at summit level before signing a draft agreement. Mr Denktash wanted them relegated to joint working groups. According to diplomats in Nicosia, the new the secured to significant the passed a parliamentary as imultaneously or soon after. He has said he will not meet Mr Kyprianou before the election. Wyprianou before the election, pushing the date for another meeting to July at the earliest. More worryingly, from the

diplomats in Nicosia, the new UN proposals can be assumed to contain compromise suggestions for breaking this procedural deadlock.

The UN peace initiative, meanwhile, bas been overtaken by domestic political developments on both sides of the Cypriot divide. Mr Kyprianou has been embrolled in a domestic political rebellion led by the two main opposition parties—the pro-Moscow Communists and the pro-U.S. Democratic Rally which share about 65 per cent of the vote between them—who have been in unlikely alliance ever since be returned from New York empty banded.

The President has referred mount of vicw of achicving such a meeting, Mr Denktash has documentation tabled in New York no longer valid. If he documentation tabled in New Hold take political beat off have to start putting a new draft settlement plan together from scratch. It remains to be set to hold a referendum on may 5 for a new constitution in the occupied north of the island. He unilaterally declared an independent state there in November 1983, but the state has only been recognized by alliance ever since be returned from New York empty banded.

The President has referred mount of vicw of achicving such a meeting, Mr Denktash has documentation tabled in New York no longer valid. If he documentation tabled in New Hork no longer valid. If he documentation tabled in New Hork no longer valid. If he documentation tabled in New Hork no longer valid. If he documentation tabled in New Hork no longer valid. If he documentation tabled in New Hork no longer valid. If he documentation tabled in New Hork no longer valid. If he documentation tabled in New Hork no longer valid. If he documentation tabled in New Hork no longer valid. If he documentation tabled in New Hork no longer valid. If he documentation tabled in New Hork no longer valid. If he documentation tabled in New Hork no longer valid. If he documentation tabled in New Hork no longer valid. If he documentation tabled in New Hork no longer valid. If he documentation in the occupied north of the land that h

sented the Greek and Turkish Turkish troops today) and the Cypriots with a new proposal on thase aspects. Consultations between the UN and the Greek Cypriot President and Cypriots began on March 11 at Turkish Cypriot Vice President, and the right of actualient, alliance ever since be returned from New York empty banded.

The opposition lisists that the President should have andorsed the preliminary documents in



AMERICAN NEWS

Delors launches attack on U.S. economic policy

BY STEWART FLEMING IN WASHINGTON

Commission, M Jacques Delors, yesterday launched a harsh attack on U.S. economic policies before the Senate Finance Com-

nisters;

Claiming that U.S. economic policy "has led practically everywhere to very high real interest rates" which damage the prospects for growth around the world, M Delors echoed Mr George Shultz, U.S. Secretary of State, in a plea for "an inter-nationally co-ordinated strategy" to tackle the economic problems facing the industrialised conn-

M Delors made his remarks after a morning meeting with President Ronald Reagan which was designed in part to allow the two men to get acquainted ahead of next month's economic summit in Bonn. The EEC delegation in Washington released a summary of the statement M Delors was to make to a closed session of the Senate Finance Committee. .

M Delors' blunt comments about U.S. economic policy will not be well received in some quarters of the Reagan Administration where he is viewed with suspicion. This was underlined by an editorial in yesterday'e Wall Street Journal which

THE PRESIDENT of the EEC attacked Europe's "brutal social welfare and unemployment system that has kept millions in purgatory without prospects

appear to raise the curtain on the debate on economic policy expected at the Bonn summit, M Delors said that "nothing could be more misleading and more questionable" than U.S. suggestions that "the problem of European economies would he solved if the U.S. 'cure' was edopted."

Europe, he said, cannot afford the fiscal boost which has led to the strong U.S. recovery since 1982. Even if it could "the con-sequences on interest rates... would be intolerable... a pure supply side shock would be simply impossible because impossible because values, attitudes and social structures are fundamentally different in Europe."

M Delors said the etrong rise in the value of the dollar on the foreign exchangee illsutrates tioning of the present inter-national monetary and trade system." He warned that the downward correction in the value of the dollar could "feed

Orders for U.S. durable goods fall by 2.3%

BY OUR WASHINGTON STAFF

yesterday, The decline of 2.3 per cent morders for durable goods in sales of computer equipment, March, following the 2.5 per one of the strongest sectors of cent fell in February, will economic recovery, would ebout the weakness of the bounce back from first quarter manufacturing sector in the weakness. But the strength of face of the competitive pressure any recovery is being thrown

protectionist reactions" in other countries.

ORDERS for durable goods in per cent, the biggest increase the U.S. fell sharply in March for the second consecutive month, partly as e result of weakening demand in the computer and car industries, the Commerce Department reported year moratorium on health care vertex around to by designificantly to the increase.

costs agreed to hy doctors. There have been hopes that

into doubt. Separately, the U.S. Government reported that consumer orders for non-defence capital prices last month rose at a goods, which lumped by 25 per seasonally adjusted rate of 0.5 cent in February

Brazilians rally round new leader

By Andrew Whitiey in Brasilia

POLITICIANS and husinessme throughout Brazil yesterday publicly rallied around President Jose Sarney, the country's new leader, in an impressive display of national solidarity.

Strikes by many of the lebour unions were abandoned as workers and managers alike joined in a national outpouring of grief for Sr Tancredo Neves, who died on Sunday after a 38-

Amid uncertainty over the polinical direction Brazil will take, leaders of the Democratic Alliance said their two-party ruling coalition was still viable. But one prominent state gover-nor, Sr Jose Richa, of Parana, warned implicitly that the President would have to share some of his power with the governors and other politicians. Tens of thousands of Brazilians, in Brasilia and Belo

Horizonte, state capital of Sr Neves' uative Minae Gerais, turned out yesterday to pay their last respects to the veteran politician who had failed by a few hours to take office as president.

In the morning, as Sr Neves' body lay in etate in the white marble presidential palace, n moving funeral mass eccom-panied by full military honours was performed. Outside e single bell tolled and a 21-gun salute

Accompanying the mourners in the capital were scores of foreign dignitaries, including Baroness Young, the UK Foreign Office Minister of State. Mr Malcolm Baldrige, the U.S. Commerce Secretary, and helf or design foreign foreign. and half a dozen Latin American beads of state. Conspicuous among the absentees was General Joeo Figueiredo, Sr Neves' discredited predecessor,

The late President-elect will be hurried privately today in his small home town of Sao Joao del Rei after mother overnight Horizonte,

Although there was no official confination yesterday, negotiations with e visiting team from the International Monetary Fund, due to resume next Monday, are understood to have been put off by a week. | reports described as "numerous

Michael Reddish reports on the growing economic problems of the Netherlands Antilles Desert island dream turns into nightmare

VITAL TALKS on the future of the Netherlands Antilles begin in Caracas today between representatives of the islands, the Netherlands Government and the Venezuelan Govern-

ment.
Until recently, the Nether-lands Antilles were a haven of peace and prosperity in a Caribbean dogged by poverty and rising social tensions. The oil refineries of Curacao and Aruba made dollars grow in abundance on desert islands, where even the beer is brewed offshore banking, tourism and generous Dutch aid also contributed to the \$6,200 (£4,800) per capita income of

this eefl governing federation.
But over the past two years, But over the past two years, these pillars of prosperity hera crumbiled and the Netherlands Antilles' fairy tale of success has turned into a nightmare.

Today the six islands face economic ruin and political disintegration as the Netherlands continues to push them towards an independence which seems less viable by the day.

The problems began with Veoezale's devaluation in Fehruary 1983, which dried up a flood of free-spending Venezuelan tourists to Curacao, and to a lesser extent. Aruba.

and to a lesser extent. Aruba.
These two islands lie within sight of Venezuela's west coast.
During the oil boom of the 1970s, their casinos end shopping centres were a favourite playground of the Venezuelan

middle elasses.

But after the devaluation, the number of Venezuelans visiting Curacao fell 75 per cent and the island's state-owned hotels moved heavily into the red.



thereafter.

finery on Aruba.

The final crunch came last

Within weeks, Shell threatened to close its own loss-

The next blow came in September 1884, with Washington's repeal of a 30 per cent withholding tax on U.S. companies selling bonds to overseas in-

restors.
This made redundant the "Antillean window" which U.S., companies had previously used to avoid payment of the tax. Curacao was suddenly deprived of its main source of income. The island had developed e The island had developed e flourishing offshore banking sector on the strength of a 1963 tax treaty with the U.S., which weived the withholding tax on bonds issued through U.S. subsidiary companies in the Netherlands Antilles.

Income from the offsbore sector reached e peak of \$181m last year, when it accounted for

last year, when it accounted for nearly half Curacao'e total government revenues.

And since the repeal of the U.S. withholding tax does not apply to bonds already issued, the island will continue to Dutch Government to put pressure it accounted for the stand will continue to Dutch Government to put pressure it accounted for nearly half Curacao'e total government revenues.

These are still under discussions a disaster," said one despairing Central Bank official. "There is no other word for it."

"Our problem is that we have developed a standard of living here in Aruba which was receive bond revenues for an- sure on Shell through its share-

withdraw from the Netherlands anniles on January 1 1986, as a first move towards full independence in 1996.

Aruba decided to go it alone lue to widespread resentment at Curacao's dominant role in the federation, but without the perfect this and signed has signed covernment is also copy. withdraw from the Netherlands Anniles on January 1 1986, as a first move towards full independence in 1996. due to widespread resentment at Curacao's dominant role in

the federation, but without the refinery, this arid island has only tourism to fall back on.
Fortunately tourism is flourishing, thanks to Aruba's strong influx of U.S. visitors, which bas more than compensated for the decline from Venezuele. Venezuele.

But the Exxon refinery's closure last month has deprived the island Government of 40 per cent of its regular income and although tourism can generate jobs and foreign exchange, it cannot replace this

October, when Exxoo announced the closure of its 420,000 barrels e day (b/d) reloss.
Unemployment has shot up from 14 per cent to about 40 per cent within months and the island's gross domestic product stand's gross domestic product and the stand's gross domestic product and the stand sta Low throughput, antiquated machinery and weak inter-oational oil prices were hlamed for a 1984 loss or over \$50m, which determined its shutdown. is projected to fall by 35 to 45
per cent this year alone.
Araba's political leader, Mr
Betico Croes, says about 2,000
people will emigrate to escape

poverty and, eccording to the Netherlands Antilles Central Bank, ebout \$20m capital has fied the island since the closure making refinery in Curacao unless the island Government agreed to a number of stiff was announced.

artificially high and we have to

reduce it," said Mr Croes, whose Government is trying to negotiate a 20 per cent pay cut with the civil service. holding in the company.

Meanwhile, the shutdown of Aruba's refinery has brought catastrophe to this island of 67,000 people, which is due to

Like many Arubans, Mr Croes

island Government is also con-sidering pay cuts as part of

stiering pay cuts as part of contingency plans to cope with a sharp fall in revenue.

Other moves being planned are the elimination of sub-sidies to ailing sectors of the economy and e revamping of foreign investment laws

foreign investment laws
In particular, the Government is looking for high-tech industries which could take advantage of Curacao's skilled labour force, yet withstand its relatively high wages.

The Dutch Government is considering emergency budget support for Aruba, but has stressed that overall aid to the Antilles will not rise above the present level of \$80m a year.

Meanwhile the Antilles of the Meanwhile, the Antilles of the

five — Curacao, Bonaire, St Maarten, Saba and St Eustatins — have yet to reach egreement on what links they will retain with Aruba or how they will finance the federal budget after its departure.

One fear is that if Curacao becomes submerged in an economic crisis which threatens its arablity.

ite stability, St Maarten, Saba and St Eustatius—a trio of tiny islands east of Puerto Rico may opt out like Aruba and seek direct links with the

Mexican state's police sacked

BY DAVID GARDNER IN MEXICO CITY

MEXICAN AUTHORITIES have sacked an entire police force for corruption and ebuse of euthority in the latest of a series of nents here which show that the dividing line between cops and robbers is often so thin as to be invisible.

The governor of the state of Morelos, which borders Mexico City to the south, on Monday disbanded the Judiciai Police in his state. These police are the country's main detective force at federal and stat level. The move, affecting, it is thought, some 120 officers, followed what local press

trary, despotic and corrupt behaviour." The move is a further blow to the prestige of the almost universally reviled Mexican police

forces, coming on top of recent

charges against several senior officers for complicity in Mexico's booming drugs traffic. Dissatisfaction with the police runs throughout Mexican society, but hie sheer size of the corruption problem has led the Government to try to tackle it

piecemeal up to now.

President Miguel de le military pe Madrid, in e speech to the for e stroumtry's police academy last robberies.

complaints ebout their arbi- July, said Mexico could not be considered under the rule of the law until practices like extortion and torture were rooted out from police ranks. Not long afterwards the Mexico City police chief astounded residents of the

capital by suggesting in e statement to a congressional committee thet they would do better to try to protect themselves. The point was dramatically underlined late last year when the former beed of the feared, and now disbanded, elite paramilitary police unit was arrested for e string of major bank

Pentagon cancels military group's trip to Moscow

THE PENTAGON has cancelled issued by its embassy in Washa visit to Moscow by e military ington, denied it had made a delegation in what eppears to pickge to the Reagan Administration to renounce the use of be the latest move in e growing U.S.-Soviet dispute over the fatal shooting in East Germany last month of an American army major, Reuter reports from Washington.

The Pentagon said that the visit by 15 senior military officers studying at the service school of the National War College et Fort McNair, near Washington, had been called off. The trip wes to have hegun

The announcement came as the Soviet Union, in a statement in the future.

force egainst what Moscow has called "spies" in East Germany, A Soviet sentry last month shot and killed Major Arthur Nicholson, who was on a routine military liaison mission in East

Last week, the U.S. State Department said the Kremlin had pledged, at a meeting between U.S. and Soviet officials in Potsdam, East Germany, on April 12, not to use force or many are are listent officers. weapons against liaison officers

You know where you are with



LWT will go to the ends of the earth to bring you news and current affairs.

We'll also go to the end of your street. All to ensure you get the local, the regional and the global view.

In-depth reporting on local issues in The London Programme. And on national and international affairs in Weekend World.

On a lighter note, you can rely on South of Watford, The 6 o'clock Show or Sunday, Sunday for a plethora of other facts. Often amusing, sometimes unexpected, always entertaining.

So if you want to know who's winning the Arms Race or who's winning the Cup Final, watch London Weekend Television.

We place you in a well-informed position.



1 - 12 1 10 azainst ik and their NE

South Africa: crab-like reform linked to repression

SELDOM HAS former British Prime Minister Harold Wilson's dictum that a week ia a long time in politics been so force-fully uoderlined than last week in South Africa. In the space of five working days, South African troops were withdrawn from Angola, a new interim government was authorized in Namibia, the New Zealand would brave their Government's

opposition and the threat of demonstrations by anti both marriage and sexual rela-apartheid groups to tour tions across the colour line. apartheid groups to tour South Africa and, in Washington, Er George Shultz, the Secretary of State, reaffirmed America'a commitment to conin South Africa rather than

On the home front, the kaleidoscope was sbakeo up even more as the Government began a hectic week by abolishing the 1949 Mixed Marriages ing the 1949 Mixed Marriages ings to the unenfranchised Act and Article 16 of the hlack majority were essentially Immorality Act, which outlawed refinements of proposals for

Anthony Robinson reports from

Johannesburg on a hectic week in South African politics both

The dust bad bardly settled on that deeply controversial issue when President P. W. Botha stood up in Parliament structive engagement, its policy on Friday to combine a fierce designed to encourage reform attack on the multiracial, antiapartheid United Democratic Froot (UDF) with four pro-posals for improving the lot of black Africans and for involv-ing them in policy-making.

President Botha's latest offer-

urban blacks made in his speech opening Parliament at the cnd of January. For the first time, bowever, he stated clearly that

at home and abroad

He went on to bint at future the right-wing Conservative moves to give dual citizenship to bomeland hlacks by saying to bomeland hlacks by saying that "the loss of South African apartheid policies of separate the citizenship is not the necessary racial development.

Andres Treumscht, leader of realistic aspirations among the right-wing Conservative those reform is designed to belp. His words are now being watering-down of the original echoed by barrassed government citizenship is not the necessary racial development. consequence of the independence of bomelands"—as it has most black organisations, the been hitherto.

most black organisations, the President's further instalments President Botha made two

non-violent and multi-racial Party."

UDF—into participation in local and national politics (him as

from other parties.

This offer has been taken up urban blacks now enjoying 99- Party (PFP) and small New unsettled those benefiting from year leasehold rights could in Republic Party (NRP), but the existing situation while future own their property free- contemptuously refused by Dr provoking sceptleism or un-Andries Treurnicht, leader of

To judge by the reaction from President's further instalments of "reform" were outwelghed further proposals to woo by the virulence of his accom-moderate blacks—but not the panying attack on the UDF as described on Friday as "a banned African National Con-"an internal extension of the dramatic escalation of the

improved property rights cabinet committee on black con- and tranmas facing the Govern-and political representation for stitutional affairs to leaders ment and country in the painful search for a new modus ridendi.

Machiavelli warned of the with alacrity by the leader of problems facing a prince who the white opposition Progressive embarked upon changes which embarked upon changes which realistic aspirations among These will provide the white

> chance to pronounce on the Government's recent actions revolutionary climate " among the hlack majority.
> A parliamentary by-election

electorate with their first

and national politics (but outaide Parliament):

To establish vaguely defined
"black authorities above local"

The was hardly a typical week. A parliamentary by-election and yet the key elements—takes place in the Port Elizative constituency of Newton affairs and foreign involvement. Park, where the parlous state and crab-like reform coupled of the local economy—especially "black authorities above local and crab-like reform coupled of the local economy—especially level with much more power;" with repression—accurately rethe motor industry—risks to throw open the present flect in microcosm the pitfalls being overtaken as a key factor It is here that the Govern-

tinuing unrest in the neigh-bouring black townships. A mixed marriage and sex laws, white backlash could be to the con-ment faces the most aevere test of its courage in scrapping the bouring black townships. A mixed marriage and sex laws. white backlash could put paid to the opposition Progressire Federal Party'a hopes of winning the seat from the ruling Nationalist Party. The worst outcome for the Government would be a victory for the right-wing Conservative Party. The Conservatives have no been strong in Newton Park in the past, but this time they bave the advantage of an

independent National Party

candidate to help to spllt the

National Party vote, as well as

the yet-unknown size of the

expected white backlash. It is in Harrismith, however, a traditional National Party stronghold in the lee of the Drakensberg mountains in the Orange Free State, where the Government faces its most direct challenge in a two-way contest with the Conservatives at a provincial council level.

participation in policy making. recognising a permanent black presence in "white South Africa" and offering blacks both freehold rights and an as-yet-undefined form of dual South African and homeland citizenship.
A symbol of Orange Free

Stote attitudes is the statute which forblds Asians to reside there longer than 72 hours. The Gorernment is under pressure from Indians and Coloureds in the new Parliament to abolish all discriminatory legislation of

The Conservatives, however, stand firmly for the mainten-ance of apartheid laws and racial segregation. They opposed the new constitution, and claim that the unrest which has swept the country in recent months is a direct consequence of the "reform" course em-barked upon by the Govern-

Chips, Chaps, Chats and now Shift

By Chris Sherwell in Singapore

CHIPS, Chaps and Chats, a chips, chaps and Gnats, a family trin in the financial centres of New York, London and Hong Kong, are being joined from today by a new hrother in Singapore, His name is Shift, and he'll be doing the same to as them. doing the same job as them; shifting money.

All four are sophisticated computer systems handling banks' puter systems handling banks' transactions with each other electronically. The names Chips, Chaps and Chais are acronyms, playing on words like Clearing House, Interbank, Automated, Payment, Transfer and System; Shift transfer System for Hand-(meaning System for Hand-ling Interbank Funds Trans-

fer) is no different.
Under the system, banks in
Stagapore will no longer settle their daily accounts with each other through a manual arrangement operated by the Monetary Authority (Mas), the island state's hank regularing agency, but instantly by computer instead.

Shift is thus seen as a milestone in Singapore's development as a modern financial centre, and a major step towards the creation of a "cashless society." Tals is 0 key Gov. ernment objectire, and no less a person than Mr Joe Pillar, managing director of the Mas. will inaugurate the system today before it goes five

tomorrow.
total of 103 banks are members of the scheme, making it second in scale to New York, which has an estimated 130 direct participants.
Another 35 Singapore banks and institutions will "pagy-hack" the system by tieing in with hanks directly linked to Shift.

The Singapore system employs Tandem hardware worth US\$1m for the central computer and Texas Instruments microcomputers in the banks. It has been set up by Banking Computer Services, a joint venture between the Hongkong and Shanchai Banking Corporation and the local Orersea-Chinese Bank-

ing Corporation. The group will charge 80 Singapore cents (28p) per trans-action and a monthly fee ranging up to \$\$250 dependine on the margin by which the total daily volume of transactions fails to exceed 4 500. Some banks with low volumes have baulked at the fces and, more particularly, the cost of the microcomputers, which is why the piggy-back system was intro-

Shift represents a major additlon to Singapore's other recently created automated soon embrace them—a cheque clearing facility begun in August 1982, and an Interbank Giro system for the payment of utility and other bills, which was introduced a

year ago. But the biggest step to a cashless society in Singapore is yet to come—an EFTPOS system (Electronic Funds Transfer at Point of Sale), which allows customers paying for goods in a shop to transfer funds instantly from their account to the statistics. their account to the retailer's account,

The new Chief Minister of the East Malaysian state of Sabah, Datuk Joseph Pairin Kitingan, was sworn into office Monday night and yesterday named his cablnet, capping a tense power struggle waged since atate elections bald over the weekend, AP-DJ reports from Kuala Lumpur.

issued and

fully paid

now being issued

Army called in as 15 China urges Soviet concession die in Indian riots

BY JOHN ELLIOTT IN NEW DELHI

MORE THAN 15 people were killed yesterday in the Western Indian state of Gujarat in riots was called out to deal with law over privileges promised to and order problema on 95 members of India's lowest castes separate occasions in the past which have caused a total of 53 deaths in the past two montbs.

the presence of the Indian Army which briefly took over street patrolling on Monday night from police who had abandoned their posts to the state capital of Ahmedahad.

In the Indian Parliament yesterday, Mr S. B. Chavan, the Home Minister admitted that policemen had indulged in acta of arson and had damaged

Reports said that after hearing news of a police constable being backed to death, policemen beat up people, smasbed car and shop windows, and set bulldings on fire.

The troubles pose Mr Rajiv Gandhi, the Prime Minister, with his most serious fresb outbreak of communal tension since he took office last Novemher. They do not bave such serious implications for national security and stability as the continuing Sikh unrest in the Punjab. But they do illustrate the deep and potentially violent tensions that spring from India's embrace a large number of the deeply embedded caste system. restive backward classes by They also illustrate the reliability of the Indian police by the reservation poncy force and the problems faced 31 per cent to 49 per cent.

This led to outbreaks of unitarian led by students ey also Illustrate the unrely on the army to restore and other members of higher law and order in the past year.

The Indian Parliament was told yesterday that the army was called out to deal with law year compared with only five occasions in 1983-84.

The unrest in Gujarat stems Violence continued despite from a national policy of reserving a certain percentage of educational places, governo jobs, and other facilities for India's lowest and poorest castes —the scheduled castea and scheduled tribes who together make up about 23 per cent of the population.

A higher group, called back-ward classes, who account for 52 per cent of the population, have been claiming comparable reservation preference for many years. These groups—such as the agricultural Jat caste from northern India—have done well economically in recent years but now feel they are losing out because they do not have the educational and public employ-ment preferences of the scheduled groups.

Various states in India bave been considering expanding the ' scope of their reserved groups. In order to win favour in India's recent elections, the ruling Congress I Government of Gujarat announced that it was toboosting the percentage covered by the reservation policy from

This notice complies with the requirements of the Council of The Stock Exchange. It does not constitute an invitation to subscribe or procure subscribers for any securities.

LIBRA BANK PLC

U.S.\$100,000,000

Subordinated Floating Rate Notes due 1995

Issue Price 100%

ORION ROYAL BANK LIMITED

YASUDA TRUST EUROPE LIMITED

SWISS BANK CORPORATION INTERNATIONAL LIMITED WESTPAC BANKING CORPORATION

CHASE MANHATTAN CAPITAL MARKETS GROUP CIAC LIMITED DAIWA EUROPE LIMITEO MANUFACTURERS HANOVER LIMITED

FAINEWEABER INTERNATIONAL PK CHRISTIANIA BANK (UK) LIMITED

The following have agreed to subscribe or procure subscribers for the Notes:

BANQUE PARIBAS CAPITAL MARKETS MERRILL LYNCH CAPITAL MARKETS

talks in October.

BY MARK BAKER IN PEKING CHINA has told the Soviet Union that it must take action if there is to be a major improvement in their rela-

tions.
The Chinese statement came at the end of the sixth round of Sino-Soviet talks in Moscow, which appear to have failed to achieve a breakthrough on the key differences But in a joint communique the two sides declared the wish to continue the gradual rebuilding of their relations and agreed to hold further talks in October

During a meeting on Monday with Mr Andrei Gromyko. the Soviet Foreign Minister, the chief Chiasse negotiator, Vice Fureign Minister Gian Qtchen, said Chinese leaders "earnestly hoped" to improve and develop relations with

cerned with its own security," Qian said, according to yesterday's "People's Daily." "The Chinese side has noted that the Soviet side has ex-

pressed their willingness to have a major improvement in

But China has to be con-

countries and we hope that the Soviet side will take some China has listed the Soviet military build-up along their border as one of the three obstacles to a restoration of normal relations. The others

relations between the two

are Soviet support for the Vietnamese invasion of Kampuches and the occupation of Afghanistan.

The Soviet news agency, Tass, said Mr Gromyko told Qian that Moscow was "firmly in favour of an improvement"

there was no indication of whether he responded to the Chinese call for action.

While China remains nptimistic of a progressive improvement in Sino-Soviet contacts under the new Soviet leader, Mr Mikhail Gorbachev, varions Chinese leaders have been reiterating the importance of the so-called "three nbstacles" in recent days.

Even without a hreak-through nn these issnes, the Chinese are preparing for a rapld expansion of trade and personnel exchanges in the next few years.

Ghosts of the past at the Bandung talks

BY KIERAN COOKE IN JAKARTA

IN A rather small, dingy confer- they talked about an end to ister, Wn Xue Qian, will be at kept away by political difference room in Indonesia today, colonialism. In characteristically today's meeting, the first Chin-delegates from more than 70 fiery language, Indonesia's ese official to visit Indonesia countries representing two-thirds of the world'a population will gather to pay bomage to events of 30 years ago.

The 1955 Asia-Africa Conference, held in Bandung, high up in the bills of West Java, is seen as a watersbed in post-war politics, with many of the issues discussed then echoing 1955, It is unlikely to have the as a threat and is ever-suspi-

En-lai, stirred their andience of 30 years ago as they spoke of the evils of racialism in Sonth which has increasingly bad to rest in February, led by students tinians, economic inequalities

ARABIAN GENERAL INVESTMENT CORPORATION NOMURA INTERNATIONAL LIMITEO

061-236 9832 We keep business moving

Abbey House, Mosley Street, Manchester M2 3EH. Telex: 667959

President Sukarno proclaimed: since Jakarta broke off diplo-"Nations, states, have awoken matic relations with Peking

same impact as the original.

Such political giants of the post-war era. as Jawaharlal Nehru of India, Egypt's Gamel rather expensive public relablement of India, Egypt's Gamel tions exercise by the Indo-En-lai, stirred their andience of 30 years ago as they spoke of have some interesting historical consolvers will be a the original as a threat and is ever-suspisation as a threat and is ever-suspisation.

the evils of racialism in Sonth
Africa, the cause of the Palestinians, economic inequalities
and the dangers of war between
the superpowers. Most of all,

The superpowers of the pales of the pales of the superpowers.

The superpowers of the pales of the superpowers of the supe Chou En-lai in parace.

Chou En-lai in parace.

The parace of the Philippine of the Philippine of the South-east Asian countries that China had no countries that China ha

PRESIDENT Chun Doo-Hwan of , under the terms of a suspended

South Korea leaves for an sentence for sedition, official visit to Washington today The stubborn position

as continuing deadlock between the Government and the opposi-tion prevents the convening of

Assembly.

The opposition, which performed remarkably well in the recent elections, is demanding a prior commitment from the ruling party to push for a release of political prisoners. It also wants the full restoration of

Jung, South Korea's leading dissident, who returned to Seoul from exile in the U.S. in

February.
Mr Kim was freed from con-

Assembly.

country's National

The stubborn position adopted

by the opposition appears timed to send a message to the American public that the dramatic opening up of South Korea's domestic political process in recent months has not

gone far enough. Pressure from the U.S. Government is widely

credited for much of the liberalisation and Mr Ronald

Reagan may take up the issue when he meets President Chun

Americanism in South Korea, the meeting will mainly be a

Despite persistent

Perhaps the most interesting

ltem about today's event is con-tained in a little booklet of statistics given to delegates; in 1955 the population of Indonesta was 80m. This has now doubled, Cbina's population has increased by about 80 per cent, and similarly dramatic population increases have been re-corded in other participating

The one exception is Kampuchea, which, due mainly to the genocidal policies of the Pol Pot regime in the 1970s, has lost-more than a million people.

Prince Sihanouk has asked to resign as head of Kamnnchea's precarlous anti-Viet-Vietnamese coalition, foreign diplomats told Renter in Peking. They said he had written to Khieu Samphan, the Khmer the Israelis have removed all Rouge leader in the coalition, heavy equipment from the city

The meeting between the two,

wbo sbare a commitment to

anti-communism and a strong

defence, is likely to be a happy

one, despite some clouds on the horizon. "Cbun practically regards Reagan as a father figure," said a diplomat.

lmmediately. S. Korean leader flies to U.S.

two pullbacks, the Israelis will be left in control of a 5- to 10mile strip north of the border the future security buffer Our Middle East Staff add: Christian militiamen yesterday

withdrew from their positions overlooking the eastern suburbs of Sidon, giving the city its first quiet day for over three weeks. Well over 100 people have dled during the fighting between the Christlan forres and an alliance of Moslem and Palestinian gnerrillas.

Palestinian gnerrillas.
In Damascus, Mr Rashid
Karami, Lebanon's caretakar
Prime Minister, held talks with
Moslem, Druze and Syrian
leaders in an effort to resolve
the political crisis caused hy
Last week's street battles in
West Bairut

Israelis set to pull out of eastern Lebanon

By David Lennon in Tel Aviv

ISRAELI TROOPS are poised to abandon the positions which they have held in eastern Lebanon for nearly three years. thus ending their threat to the Syrian capital, Damascus, which has been within range of Israell artillery.

The army has dismantled and

removed its equipment and the soldiers are now awalting the order to climb into their tanks. personnel carriers and Jeeps to withdraw. The Israeli evacuation of

positions in the Bekan Valley and the Jebel Baruk mountain range will also remove the langer of an accidental confrontation between Israeli and Syrian troops which have been face to face on the eastern front since the invasion of 1982. This will mark the comple-Israel's three-stage withdrawal which began in February and is due to be completed by the end of May or early June.

There could be a new up-surge of sectarian fighting in the wake of Israeli withdrawal because the retreat will expose the Christians in the town of Jezzine to attack from the Moslem and Druza forces

of Christians in Jezzine in an effort to bolster their ability to resist any attempted takeover by the Shi'ite or Druze popu-

lation.
The UN force south of the Litani river also reports that of Tyre and the area east of it. this Implies that the evacuation of much of the southern sector can also be carried out almost

After the completion of these

Sabah minister

OTTOMAN BANK

finment at his home in early commitment to the defence of March, and has worked behind South Korea, where some 40,000

NOTICE IS HEREBY GIVEN that, in accordance with Article 29 of the Statutes, the ANNUAL GENERAL MEETING of Shareholders will be held on WEDNESDAY, the 22nd MAY 1985, in THE SKINNERS' HALL, 81 DOWGATE HILL, LONDON EC4 at 11 am to receive a Report from the Committee with the Accounts for the year ended 31st December 1984; to propose a Dividend; and to elect Members of the Committee.

By Article 27 of the Statutes the General Meeting is composed of bolders, whether in person or by proxy or both together, of at least thirty shares, who, to be entitled to take part in the Meeting, must deposit their shares and, as may be necessary, their proxies at the Head Office of the Company in Istanbul or at any of the branches, or in London at Dunster House, 3rd floor, 37 Mincing Lane, EC3R 7DN or in Paris at 7 rue Meyerbeer, 75009, at least ten days before the date fixed for the Meeting.

The Report of the Committee and the Accounts which will be presented to the General Meeting are available to the Sbareholders at the Head Office in Istanbul and at the offices in London and Paris.

Secretary to the Committee 24th April 1985

T. R. STEPHENS

There are still some prickly issues. The U.S. is unhappy with the \$3.6hn trade surplus in Korea's favour last year, and is

pushing Korea to reduce import curbs. It wants fewer restrictions on foreign service indus-tries and greater protection for intellectual property.

This advertisement is issued in compliance with the requirements of the Council of The Stock Exchange. Application has been made to the Council of The Stock Exchange for the grant of permission to deal in the Ordinary shares of Wyko Group PLC in the Unlisted Securities Market. It is emphasised that no application has been made for the shares to be admitted to listing. A proportion of the shares being placed is available to the public through the market.

WYKO GROUP PLC

Barclays Merchant Bank Limited 4,339,185 Ordinary shares of 10p each

Placing by

at 68p per share Share Capital

£2,400,000

Authorised

24th April 1985

Ordinary shares of 10p each

Wyko Group's principal activity is the worldwide distribution of bearings and power transmission components. Wylo Group's principal activity is the wonowide distribution or paerings and power transmission components. The Group's sales and marketing organisation is supported by the manufacturing skills of plants located in the UK, the USA and West Germany, whose products include specialised bearings, industrial gears and gearboxies, couplings and process plant for the energy, metalworking, rubber and many other industries. Particulars regarding the Company are available in the Extel Unlisted Securities Market Service, and copies of Particulars regarding the company are evaluated in the Color of Institution Securities Institute Securities, and copies of such particulars may be obtained during normal business hours on weekdays (Saturdays and Bank Holiday

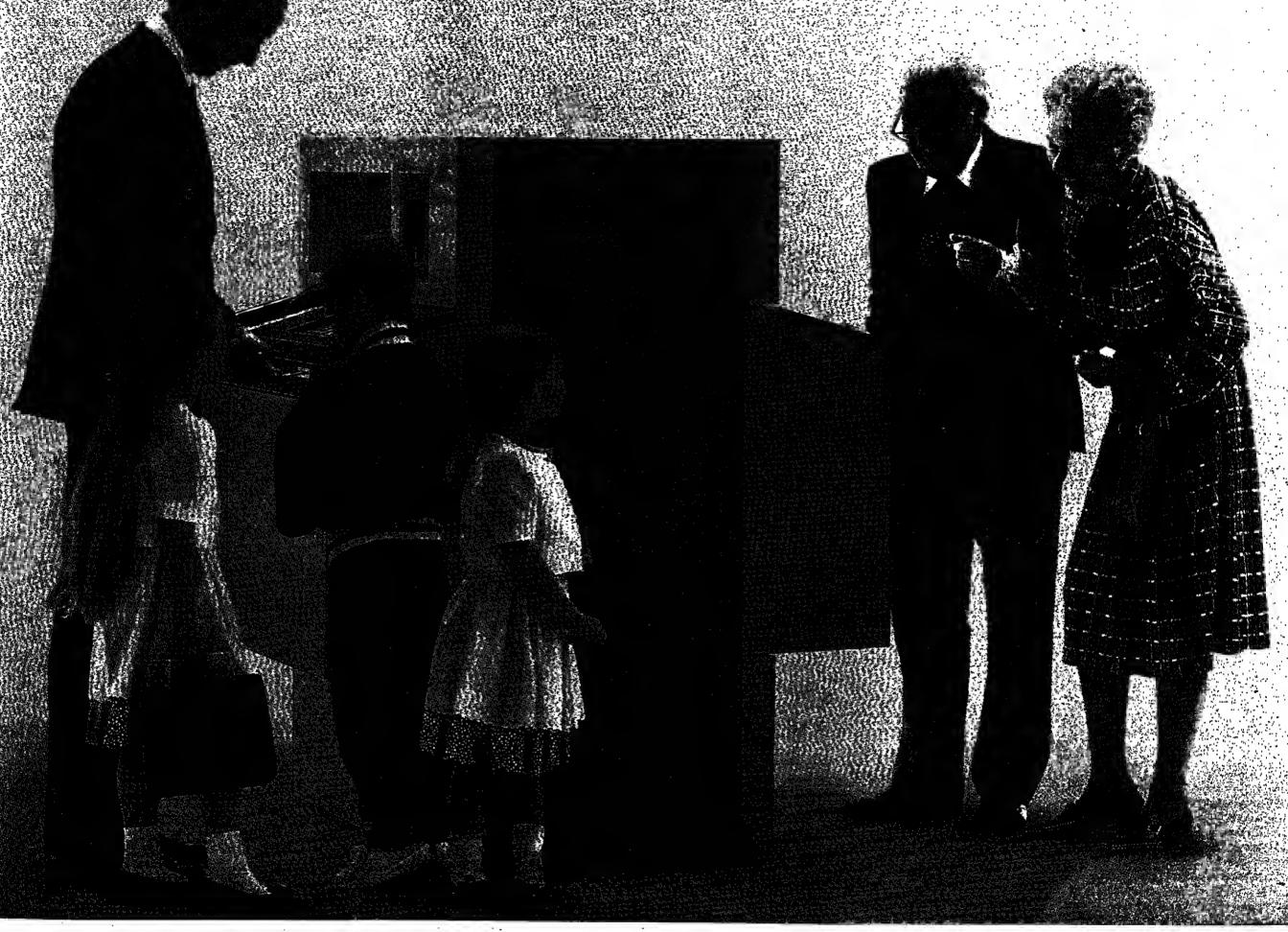
excepted) up to and including 8th May, 1985 from: Barcleys Merchant Bank Limited 39 Cornetts 100 Birmingham B2 5SR

Barclays Merchant Bank Limited York House, York Street Manchester M2 3BB

Barclays Merchant Bank Lifethed 15/16 Gracochurch Street London EC3V OBA 94-96 Newhall Street

Birmingham B3 1PE





Nixdorf computers have become famous in banking circles all over the world.

JLC

Nixdorf "Bankware" software has made it easy for bankers all over the world to provide automatic personalized service to everyone from the man on the street to the international conglomerate.

We've made night and weekend withdrawals commonplace. We've made complicated international financial arrangements as easy as punching a few buttons.

Bankware makes its possible to convert currencies back and forth all

over the world with electronic speed.

And call up records of transactions, account status, credit information and confirmations in the blink of an eye.

The truth is, banking would be a much slower business today if it weren't for Nixdorf.

Our systems make it possible for clerks and tellers to do a lot of the work it used to take a banker to do.

Making service faster, more efficient, and more responsive to customer needs.

At the same time, Nixdorf frees up the banker to work on the kinds of

deals, projects, and challenges that require a banker's special experience and expertise.

Which means that those kinds of things get more attention faster than ever.

And in a world where money markets, commodities, and business transactions are in a constant state of flux, time is the truly precious commodity.

So the next time your bank surprises you with its really incredible speed and responsiveness, don't be surprised.

We at Nixdorf aren't.

Nixdorf Computer AG Fürstenallee 7, 4790 Paderbom West Germany

> NIXDORF COMPUTER

Mitsubishi plans U.S. financing company

JAPAN'S Mitsubishi Industrial and Financial Group will set up a finance company in the U.S. next month to help sales of a variety of Japanese products. officials said yesterday, AP-DJ reports from Tokyo. Officials of the Mitsubishi

Corporation trading bouse, said the company will join with others in the group in setting up the Los Angeies-based com-pany, Mitsubishi Acceptance Corporation, capitalised at \$10m

The other companies taking part are Mitsubishi Motors, Mitsubishi Heavy Industries, Mitsubishi Bank and Mitsubishi Trust and Banking Corporation. Mitsubisbi Corporation will be represented by its U.S. sub-sidiary, Mitsubishi Inter-national, which officials said will own 80 per cent of the finance company.

The Mitsubishi group has already received clearance from the Japanese Finance Ministry for the project.

for the project.

In initial stages, Mitsubishi Acceptance will provide financing for sales of construction machinery, forkilits, machine tools and other products manufactured by the members of the groun and marketed in the U.S. by Mitsubishi International.

In the first year of business Mitsubishi Acceptance is expecting to lend eboul \$100m.

Export guarantee scheme launched

claiming lo provide a new kind tha Export Credits Guarantea of support for sborl-lerm sales contracts overseas was launched in London yesterdey.

The company, Exfince, has whet officials describe as fall-lssued capital of £7.1m subing demand and "degenerating and General Assurance, Arab delayed a ministerial decision.

Banking Corporation, and First

Pacific Holdings. scribed by four shareholders, quality" of business. However,

syndicate of banks.

the separate sbort-term bank policy.

AN EXPORT finance company guarantee schemes run by Department.

The ECGD wants to wind

to pay exporters insured with A loan agreement signed this the ECGD 100 per cent of the week gives Exfinco access to insured value of their goods at funds of £100m provided by a the time of shipment.

It would become, in effect, If it works, Exfince's operation could hasten the demise of joint holder of the insurance

He said the Swindon-based company would provide an off-balance sheet service for ex-port credit of up to 180 days.

About 80 per cent of short Sales could be made in foreign currencies and there would be no cash limit on the individual

Tha scheme will be in com-petition with the banks' own ECGD backed services for small exporters. Mr Pilcher claimed Exfince would be "very competitive" on the rates it will

Mr Roger Pilcher, former
managing director of the National Westminster's Credit Factoring International, is chief the new operation, is that, like toring International, is chief the banks' schemes it takes a executive of Exfinco.

The attraction for ECGD, which bas been consulted about the new operation, is that, like the banks' schemes it takes a lot of unprofitable administralot of unprofitable administra-tive work off its books while

> About 80 per cent of short-term export is financed by bank overdraft, which Mr Pilcher said was expensive and not al-ways available to smaller ex-

Large companies preferred to keep short-term trade finance off their balance sheets so as lo increase their scope for fund-ing growth, or acquisitions.

Singapore's 'ECGD' has its first deficit

atarting operations in 1976, and officials bope the decline of the past threa years is now at an

Results for 1984 published last week stand in sharp contrast to the agency's commercial high water mark for 1981, when it recorded a surplus of \$\$16.5m

(£5.8m).
Last year it returned a full deficit of \$\$9.3m, compared with a 1983 surplus of \$\$3.8m

The breakdown of the figures

THE Export Credit Insurance tells part of the story. Premium comporation of Singapore income last year was slashed (ECICS), the island state's equivalent of Britain's ECGD, has reported its first deficit since last year at \$\$12m.

Claims paid out were only exporter geared to selling just has reported its first deficit since lightly lower at \$\$18.1m (1983).

Claims paid out were only slightly lower at \$\$18.1m (1983 in the region, preferably \$\$20.3m), and claims recovered were down sharply from \$\$9.1m to \$\$5.9m. Investment and other income was also cut.

But there is more to it than this. ECfCS, half owned by the Singapore Government and balf by banks and insurance groups.

Companies found the typical companies found the typical servoring states of the region, preferably directly rather than through agents, and promoting his business through personal visits.

He was likely to be ignorant of cheaper financing methods and the advantages conferred by export credit insurance.

Though ECICS. like its

by banks and insurance groups,
Though ECICS, like its quarters of the claims paid out exporters, and even now i estimated to insure only a fraction of Singapore trade.

Strong Counterparts abroad, has also last year arose from short-term third-country trade under-recession and the global debt written in the 1981-83 period.

The claims picture is expected written too improve significantly this of Singapore trade. written too much short-term to in Exporters themselves appa- third-country risk, a policy year.

balted in mid-1983.

At that time, the relevant proportion of the agency's underwriting capacity was split 40-80 to favour of third country exporters. A 70-30 target was imposed, and achieved last year. indeed, the proportion now is said to be 80-20.

It is the cost of the old policy which is now showing up. Officials say that about three-

Air France signs order for 25 **Airbuses**

Aerospace Correspondent

AIR FRANCE, the French flag airline, has now formally signed airane, has now formally signed the long-awaited contract for its purchase of 25 of the new 150-seat A-320 Airbuses, with an option on another 25. The order was first announced in

The precise value of the deal is not disclosed (Airbus refused yesterday even to reveal the lit is debating whether to current price of an A-320), but it is believed to be upwards of \$25m (£20.8m) per aircraft, which would make the Air France order currently worth over \$625m, excluding spares.

Air France said that four A-320s would be delivered in 1983, with a further six each year between 1989 and 1991, and three in 1992. The A-320 is now under inten-

rice development among the partner-countries in the Alrbus consortium—the UK, France, West Germany end Spain.

Bankers in Jakarta and London have expressed concern about Bourga Attinges a about Bouraq Airlines a privalely-owned Indonesian airline with extensiva repayment commitments for British Aerospace 748 commuter aircraft, Kieran Cooke in Jakarta writes, ECGD officials are understood

to have been in talks with Bouraq officials over repayments of \$50m for six BAe-748s bought in 1983.

India has doubts on telecommunications accord with Alcatel

BY JOHN ELLIOTT IN NEW DELHI

THE INDIAN Government is was also included to manufacconsidering either cancelling or ture 30,000 circulis a year. reducing the size of a major in addition, the contract reducing the size of a major telecommunications collaboration agreement with CIT-tolerated of France which it provisionally accepted last year for an electronic digital switching fectory in the southern

It is debating whether to choose an alternative technology or walt for its own Indien digital system called C-Dot, which is now being

developed.
Aiternatively, it might tell CIT-Alcatel that it only wants to buy French equipment without any technical transfer collaboration.

collaboration.

The Indian doubts have emerged at a sensitive time, following French involvement in findia's spy acandal earlier this year. Mr Rajiv Gandhi, the Indian Prime Minister, visits Paris in June to open a Festival of India, and there are indications that neither country wants an embarrassing public row before them.

The Indian telecommunications industry is entering a period of rapid expansion with investment of Rs 120bn (£7.6bn) in the next five years.

in the next five years.

But Aicatel is in danger of losing the early lead it established two years ago when it won a confroversial \$75m contract against international competition, including Siemens of Germany and System X of the UK.

This contract provided for

This contract provided for technical transfer and collaboration pius supply equipment for Alcatel and other forcign companies, in Gonda, northern India. to produce 500,000 telephone lines and financial collaboration of the control of the control

in addition, the contract in-cluded supply of 23 subscriber

transit exchanges. But the Indians have become dissatisfied with the Gonda pro-ject and the Bombay exchange

was opened six months behind schedule. Aleatel was chosen last year lo

finalise negotiations for a second major factory, similar to Gonda project, in Bangalore.

Me Christian Fayard, chair-man of Alcatel Thomson of which CIT-Alcatel is part, said in New Dethi yesterday that the value of this work was expected to be FFr 500m (£42m).
FFr 700m, including the supply of a French-made exchange for another 200,000 lines, similar to

the first contract.

It now appears that India has not decided whether to go aheed with buying further French-made exchanges and re-peating a full Gonda-style col-laboration.

In an apparent bid to strengthen its position in India, M Fayard yesterday announced that a company called Alcatei (India) is to be formed—40 per cent owned by the French com-

pany.
The remaining 60 per cent will be shared among lodian interests including Mekasler of New Delhi, which represents Alcatel and other foreign companies.

A smaller factory in Palghat, in the southern state of Kerels, space.

EEC delays decision on Japanese typewriters

THE EUROPEAN Community complicated and should not be is bolding back for another two rushed. months before making a deci-sloo oo whether to impose a efinitive anti-dumping duty on Japanese electronic typewriters.

But Brother Industries of Japan is already contesting in the European Court of Justice the decision by the Commission to impose on its products a provisional anti-dumping duty

The provisional anti-dumping duty on Brother and lesser duties on Canon, Sharp, Silver Seiko, Tokyo Electric, Tokyo Juki lodustrial and Towa Saokiden was due to expire to-It is being extended for a further two months to permit further investigations by the

definitive antildumping duty needs the approval of the EEC Council of Ministers.

Officials in Brussels yesterday depied any link between tha

Brother, acting on ils own behalf and of subsidiaries in Belgium, Denmark, France, Germany, Ireland, the Notherlands and the UK, has filed a 170-page application at the Court, demanding annulment of the duties and damages.

But Brother clearly con-sidered that the matter was not urgent enough to apply for an Interim injunction. A final judgment is unlikely before the summer of 1986.

The Japanese company claims in the Court that the Commission has exceeded its power and questions the Commission's calculations of the normal market value of electronic typewrilers -the base of the assessment for deciding whether or not there

is a dumping margin.

In its original decision, the Commission noted that there were few sales of the type-writers in Japan and that therefore it had bad to calculate factors are a referred to the calculate factors. extension of the provisional fore it had bad to calculate fac-duty and the court case, but tory gate prices in order to com-acknowledged that the case is pare them with export prices.

INDONESIAN DEVELOPMENT

Trouble-shooter who aims to rationalise system BY KIERAN COOKE IN JAKARTA

THE NAME Ginanjer Karta-sasmita is one that both investors in Indonesia and those wishing to win lucrative govern-ment contracts bed better note

down.

At 44, Mr Kartasasmita is the youngest minister in the strongly development-orientated Government of President Suharto and is increasingly seen as a force to be reckoned with in the day-to-day implementation of economic policy in this country of 160m.

Receotly, he was made head of the Indoesian Investment Coordinating Body (BKPM), cbarged with attracting and approving both domestic and foreign investment. At the same time, be continues as Junior Minister of Domestic Products, co-ordinator of Indonesia's Minister of Domestic Products, co-ordinator of Indonesia'a rapidly expanding countertrade programme, and vice-chairman of the Government's purchasing committee, assessing all government contracts worth more than \$500,000 (£416,000).

Japanese educated, Mr Kartasasmita is known for his delermined approach to work—an approach which has won him enemies as well as friends in the Indonesian Government hierachy.

At BKPM, Mr Kartasasmita will be performing the role of a trouble shooter after a dramatic downturn in both domestic and foreign investment in Indonesia recently.

domestic and foreign investment in Indonesia recently.
In 1983, domestic investments
amounted to \$7.5bn. Last year,
they fell lo \$2.1bn. Foreign investment showed a similar
decline—from \$2.5bn in 1983 to
just over \$1bn in 1984.
While a new tax system and a
general downturn in the predominantly oil-based Indonesian
economy has been blamed for
the fall-off in investment,
RKPM has often been accused
of being overly bureeucratic

of being overly bureeucratic and without sufficient co-ordinating power and authority

Mr Kartasasmita and bis powerful chief, the State Secretary. Mr Sudharmono, have been the architects of an aggressive campalgn of costcutting in Government contracts and have launched a big push towards tha use of domestic suppliers and products.

suppliera and products. The state secretariat has, meanwhile, accumulated increasing powers, acting as assessor and clearing house for practically all Government pro-

mr Kartasasmita has often spoken about the need for more Indonesian participation. He says economic development has been largely carried out by foraign nationals with Indonesians restricted to only assembling products or merely holding a licence.

He points out that in the 1980-83 period, Government procurements on contracts worth more than \$500,000 totalled \$17.7bn. Imports of goods and services accounted for nearly 70 per cent of that figure.

Under Mr Sudharmono and

Under Mr Sudharmono and Mr Kartasasmita, the State Secretariat bas instituted a strict system aimed at providing greater opportunity for domestic industry.

Mr Kartasasmita dismisses claims thet be is too nationalistic or too protectionist. "What we ask for are greater opportunities for domestic pro-

ducts," he says.

Mr Kartasasmita denies there is any conflict between his various posts and emphasises the link the Indonesian Government sees between investment end the promotion

of domestic products.

"After all, assistance ond investment should be aired at heiping the developing countries build up their economies."

He save that he overseign He says that by oversceing both contracts and investments. be hopes to retionalise the



TWA's new Ambassador Class seats are a new experience.

No other business class has seats like these. They're new The widest business class seats. They're exclusive to TWA's 747 Ambassador Class.

To sit in them is to float. Perfectly relaxed. They curve to support every part of your body. There's even a special leg and foot rest.

Flying to and from America will never be the same again. You can really relax on the flight. Work in comfort. Sleep serenely.

Of course these seats are only six across. There's plenty of leg room and plenty of space all round. Try the new experience of floating across the Atlantic Fly TWA's 747 Ambassador Class. They're being fitted now, and most of our 747 fleet will have them by 31st March. But you can always enjoy 6-across seating on all our transatlantic aircraft. Your TWA Main Agent will tell you

all about it.

Leading the way to the USA

ubts r

Cision on

ATHUIS

LOPMENT

er who a

One bank is the leader in leveraged leasing... and in pension fund management, too.

Bankers Trust.

Last year, Bankers Trust arranged lease financing of more than \$2 billion in equipment value in big ticket transactions. And for two straight years, we've arranged more leveraged leases than any other financial institution.

At the same time, over a hundred of the world's leading corporations and public entities were entrusting our Investment Management Group with their employee benefit and pension assets . . in a persuasive tribute both to our finely tuned investment products and to our

> The numbers are large. Their significance is larger still. They're clear evidence of the success of Bankers Trust's new banking concept: merchant banking.

Merchant banking combines the lending capability and breadth of non-credit services of a commercial bank with the intermediary skills and entrepreneurial spirit of an investment bank.

Merchant banking, as conceived and implemented by Bankers Trust, can provide

your company with the widest possible array of banking ser-

In today's complex financial environment, there is little advantage in dealing with a bank that offers you only a limited range of financial options. A bank that concentrates on lending alone, for example, is likely to be less than expert in

alternative forms of financing. And less likely to give you unbiased advice about those alternatives.

Which is why more and more companies are turning to Bankers Trust. The many services we provide-expertly and economically—include:

Trade banking. Our ability to take advantage of government insurance programs in structuring export financing gives our clients a distinct edge in importing and exporting.

Private placements. Last year, Bankers Trust completed over \$2.2 billion of corporate private placements, master notes and medium-term bank CD's, positioning us among the leaders in this form of financing.

Commercial paper. We were the first of the money center banks to act as agent for commercial paper. Our customers now have nearly \$3 billion outstanding. Only a handful of investment banks and no commercial bank—exceeds this volume.

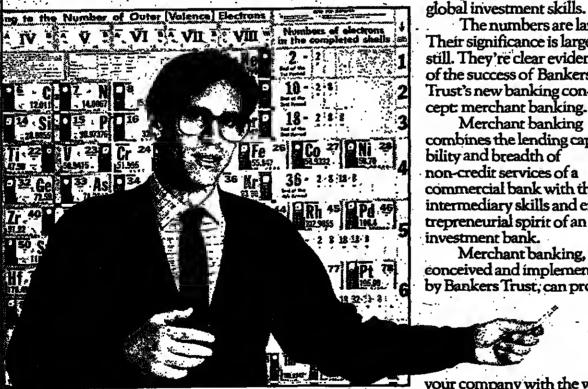
Swaps. In just two years, Bankers Trust has become one of the universally acknowledged market leaders in currency and interest-rate swaps. We complete an average of more than one deal every day.

Loan participations. Eurosecurities. Futures. Public finance. Our list of merchant banking capabilities goes on and on. It offers you a wider range of options than any other form of banking.

If you'd like to explore any or all of these options, come to the bank that can best explore them with you: Bankers Trust.



largest international carrier, is one of Bankers Trust's most important lease financing clients



Retirement income for teachers in many states will come from the

Investment Management Croup manages for public fund clients.

billions of dollars that our

vices: both commercial banking services and investment banking services.

Bankers Trust Company Merchant banking, worldwide.

Dashwood House

69 Old Broad Street London

option

95

70

THE MANAGEMENT PAGE

EDITED BY CHRISTOPHER LORENZ

AN UNUSUALLY conrecous and friendly reception greets telephone callers to Electro-matic, the fast-growing Danish electronics manufacturer. Like all other salaried personnel at the company, the switchboard operator's earnings are directly dependent on group sales—so she has just the same interest in making a good impression on callers as the salesmen do. Electromatic's sales-related

salary system — which excludes production workers, who are hourly-paid — was invented by the company's founder and owner, Mogens Kjeldsen Called the points-salary (P) system, it is felt by the company to have been highly successful. The best Indication of this is perhaps that there have been no salary negotiations with the salaried employees in seven years it has

The sales figures also have a tale to tell. Since the system was introduced annual sales have increased seven-fold to an for 1984, while sales per employee bave trebled over the same period to DKr 600,000. The number of employees has risen

from 250 to 600.

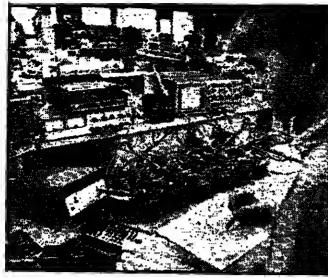
Kjeldaen founded Electromatic in 1956. Now aged 52, be has had no formal education since leaving school at 14, but has been able successfully to exploit a natural aptitude fo electrical engineering. His company apecialises in the production of a range of equipment for industrial control purposes, monitoring, counting

and measuring.

Kjeldsen's first range of products was built on the principle that all electronic control systems, irrespective of size or use, can be built up from a range of standardised plug-in modules (be was struck by the possibilities of controlling industrial plant in such a way when inspecting controls of aircraft during a spell of national service in the Danish Air

Force).
A strength of this approach, matic modules or invest in a completely new system. The company's home market today

ings: decentralisation; insistence cent is always allocated as all personnel, multiplied by on quality; insistence on the profits, sales cannot be each person's individual points. Each month total sales and the points aggregate is pub-



Electromatic's production workers were offered the same incentives

Motivation, money and measurement

Hilary Barnes examines an unsual salary system at a Danish electronics company

achieve them.

The P-system is made possible at Electromatic because the return to the shareholders Kjeldsen and his family—is not the primary criterion of success. Organisationally, the compay consists of a bolding

In each case, 10 per cent of senior management.
sales are allocated as profit Everyone receives completely new system. The company's home market today accounts for only a fifth of sales; 80 per cent is exported. It has 13 sales subsidiaries in Canada and the U.S., the Nordic countries and the major EEC heads. Sales companies allocated as profit monthly salary paid on account. According to Per Ebstrup, the uation to some extent), but managing director, this is duction costs, 35 per cent for typically 80 per cent of the wages and 15 per cent for oversalary justified by the budget heads. Sales companies allocated as profit monthly salary paid on account, account, the sale increased of declining by 25 per cent, the staff put in such an effort that sales increased by cate of per cent for the salary is calculated from the system appears to have Canada and the U.S., the Nordic countries and the major EEC countries.

Kjeldsen's P-system is an attempt to put the group's basic philosophy into practice. This is summed up under five headings: decentralisation; insistence on quality: insistence on the countries of the remainder for other costs.

every employee should be con-versant with the company, its they have rejected it. So they aims and bow it intends to are paid according to a standard bourly wage, plus piece rates

Ebstrup.

will have a choice; it can either maintain its staff and take a

salary cut or reduce staff.
The situation faced a foreign

subsidiary, whose sales stag-nated while the budget for the

Every salaried job is rated on a points scale, calculated on the basis of the job's importoperator may have 15-20 points; the marketing manager 60 Force).

A strength of this approach, he believes, is that customers start with an Electromatic control system and must either continue to add new Electromatic madic modules or invest in a companies abroad.

Sompay consists of a holding the marketing manager of the company, comprising the group points. The proportion of the management functions, and separate companies for each sales related bonus varies. The fixed proportion is about a third for the switchboard girl and less than 10 per cent for management. Everyone receives a fixed

true salary is calculated from the fixed percentage of total sales revenue divided by the aggregate number of points for

and must feel important to the Though production workers lished so that everyone can see the latest firm; and the principle that have been offered the same how their salaries are develop per cent.

ing. Salaries are rounded up to the true figure on June 1 and December 1 (less out of regard to the summer holiday and Christmas than because June 11 BIM salary survey

and December 11 are the days

when mortgage payments tradi-tionally fall due—the devil's

birthday, as the days are called).

profits are related to sales,

profits as well," says Ebstrup.
"It applies to everyone, the

The system facilitates exten-

Big business fights shy of bonuses

BY MICHAEL DIXON

Average

47,947

33,403

26,603

19,167

"The system gives everyone in the company a common goal, that of improving sales and, as POLITICIANS and other pundits who talk of Britain's workforce as divided simply between management and shopfoor are evidently fast becoming out of date. While managers as a whole are at last gaining instead salesmen, the secretary prepar-ing export documentation and the development engineers, who can't afford to play professor; of losing ground in the pay they have a direct interest in stakes by comparison with producing things that will work lower-ranked workers, there are widening differences between the conditions of managerial life sive delegation of responsibility. in big companies on the one "Divisional managers and band and smaller husinesses on managers of subsidiaries are the other.

free to decids how to use their money as long as they can return a 10 per cent profit and pay 10.6 per cent in wages," says Ebstrup. "A bigger profit is nothing to boast about. If a manager of a sales subsidiary ment's latest pay survey pub-lished yesterday shows that they bave jumped shead of their shopfloor counterparts as a in turnover terms, the average result of improved profitability. gross salary for chief executives makes a return of 13 per cent, it means be should have spent On average, managers above foreman-rank ended 1984 about 5.1 per cent better off in real terms than they were 12 months before. The corresponding rise for men manual workers was 2.8

Managers do not have to ask the group management when they want to invest in new machinery (or only for very major investments). "They do not have to run round and colper cent But the overall gain for mana-gers in general disguises what seems to be en increasing diflect 13 signatures on a bit of paper if they want to buy a new computer. After all, the manager of the division knows ference between the strategies which big and small companies adopt in handing over the extra much better than I do whether he needs a new computer," says

money to their executives.

The tendency of larger concerns is to raise managers' basic salaries.

Smaller businesses Be that as it may, what hap-pens when sales fall? At the group level it has not yet hapappear more inclined to pay the extra in incentive bonuses and so avoid giving executives the expectation that their higher rewards will be maintained despite a decline in their com-pany's performance. pened, but in principle the answer is clear. Each division

In the small companies which have continuously taken part in the British Institute of Management's annual surveys, the pro-portion of directors and manper cent decline. According to Ebstrup, the staff decided to stand together and take the salary consequences (though maternity leave and some partime working alleviated the situation to the some carrent) agers above foreman - rank receiving bonuses rose from 41.9 per cent in 1983 to 52.6 per cent at the end of last year. Across the full range of companies of all sizes covered by the BIM's studies, the proportion of the executives getting bonuses rose cent, the staff put in such an over the same period from 38.6 effort that sales increased by

25 per cent.

The system appears to have of their total pay tied to comfulfilled its purpose so far, stimulating staff and generations.

Besides tending to have more of their total pay tied to company results, executives in small businesses also appear to retire he remainder for other costs, sales revenue divided by the aggregate number of points for entries always allocated as all personnel, multiplied by roofits, sales cannot be each person's individual points. Though production workers lished so that everyone can see how their salaries are develop-

Taking executives as a whole, applies to 81.5 per cent of the executives covered by the spanning several industries the British Institute of Manage-directors and 97.7 per cent of BIM's surveys for the past two with an increase of 18.7 per the other managers in companies with turnovers of under £20m.
In these smallest companies at January 1 this year was about £30,833—up 9.9 per cent on the figure 12 months earlier. The

average of the lowest paid man-ager above foreman to the same companies was £10,790—a 6.9 per cent increase over the year. The salary differential enjoyed by the chief executive over the lowest paid manager on average was therefore 186 per cent. By contrast, in the companies with £500m-plus turnover the

Chief executive

Departmental director

Top rank below director

Deputy head of function

Bottom rank above foreman

chief executive had a corresponding differential of 564 per cent. The lowest managerial salary was £13,976 gross—a rise of 9.2 per cent over the year. The average chief executive's salary was £92,830—13.7 per cent up on the figure 12 months previously.

In the £200m-£500m turnover bracket, chief executives had an average gross salary of £58,441 — up 9.9 per cent on the year before and 386 per cent birther than the least cent higher than the lowest salary of £12,019. Chiefs of £100m-£200m turnover com-panies averaged £57,448 — np greatly by 19.6 per cent and representing a differential of 438 per cent over the bottom paid manager with £10,682.

The lowest salary in the £50m£100m range averaged £12,072 giving a 292 per cent differential to the chief executives at £47,313 which was 14.1 per cent up on the year, Among the companies with sales of £20m-£50m the chiefs bad an

years, the overall increases dur- cent. ing the period were 11.5 per ciothing and footwear industries cent in total earnings for the other managers. But the rises varied considerably from one industry to another.

PAY AND PERKS OF BRITISH DIRECTORS AND MANAGERS IN 1984

Ауегаде

benus

1.447

The directors who got the higgest rise in total pay were those in construction with 14.4 per cent, but much of the increase was evidently accounted for by big bonus payments by some of the construction com-panies studied. Board members in miscellaneous manufac-turing industries did next best transport and communications companies - with 3.6 per cent.

Top of the league for rises ln total earnings for managers below director were groups

But textiles, leather, cent in gross salaries and 11.6 acknowledged their upturn from per cent in total money earnings for directors, and 9.6 per cent in salaries and 10.4 per cent in salaries and 10.4 per rise for directors by providing the lowest increase for other managers at 6.3 per cent.

hollday

21

Where fringe benefits such as company cars are concerned, the Blin survey report sees no reason to foresee a big resurgence in non-money rewards as a result of the raising or National Insurance contribu-tions for higher paid staff. But the move has nonetheless en-sured "that fringe benefits are here to stay as an important with 13.4 per cent. Surprisingly. part of remuneration policy."
the managers who did least well
were those in the high-tech
area — technical and scientific.

The surprisingly part of remuneration policy."

Notional Monagement Solory
Surrey, and Small Business Review, BlM; £110 and £70 respectively or £150 for both.
Available from Remuncration
Economics, 51 Portland Rd,
Kingston upon Thames, Surrey

BUSINESS PROBLEMS BY OUR LEGAL STAFF

Investment company

Over 30 years ago I formed an investment company as my nominee for one transaction. A profit was made but no tax was payable on the investment and the company has not been active since.
I have treated the money of

the company as my nwn and no tax return has ever been made by the company, which is dormant. Is there any possibility that the money could be treated as a beneficial lawn to marely as cial loan to myself as a director and would it therefore be in order to wind np

the company or have it removed from the register as no longer trading? Please advise with regord to any notional interest liability on myself or the

company.
You have not given us sufficient precise facts for a helpful reply. The company's anditors are best placed to advise you, from their background knowledge of the company's affairs (as well as tax rules), From the bare facts outlined, there may well be problems with tax.

No legal responsibility can be occepted by the Financial Times for the onswers given in these columns, All inquiries will be answere." by past as soon as possible.



That's me, lying rather nervously under the new Volvo 740.

For years I've been writing in advertisements that each spot weld in a Volvo is strong enough to support the weight of to tell the tale. the entire car.

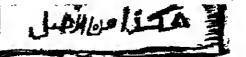
Someone decided I should put my body where my mouth is So we suspended the car and I crawled underneath. Of course the Volvo lived up to its reputation and I lived

But the real point of the story is this; the Volvo 740 may NEW VOLVO 740 RANGE STARTS AT £9700. 2.3 LITTRE ENGINES, CARBURETTOR AND INJECTED VERSIONS AVAILABLE PRICES INCLUDE CAR TAX & VAT (DELIVERY & NUMBER PLATES EXTRA), CORRECT AT TIME OF GOING TO PRESS, CUSTOMER INFORMATION TELEPHONE, IPSWICH (0473) 715131.

have a different body shape, a fast and frugal new engine, a new interior and a new suspension system, but in one respect it's just like the Volvos of yore.

> It's so well built you can bet your life on it. I know. I just did.

To: Volvo, Springfield House, Mil Please send me details. Mr/Mrs/Miss	Avenue, Bristol BS1 4S 74/51-05-C-1
Address	
PostcodeTHE NEW VOLVO	740.FROM £970



FERRANT

Selling technology

Glass that

is heat

reflective

A NOVEL form of glass that reflects heat while trans-

that reflects heat while transmitting only a little less light than conventional double glazing has been developed by the Ford Meter Company. The new glass should reduce home heating and air conditioning costs

It claims the glass will improve the insulation of windows and doors in northern climates by 20 per cent and protect fabrics and furnishings by blocking 40 per cent more of the snn's ultravielet rays than conventional windows.

TECHNOLOGY

The Star Wars laboratory

BY DAVID FISHLOCK, SCIENCE EDITOR

meter and 20 ft deep, the sides of which are decorated with

murals. It contains 150,000 gallons of transformer oil. Tho

accelerators discharge through o single diede to generate the particlo beam. A team of 15 will supervise the countdown te the release of each pulse of

lirected energy weapons.

"I LEARNT 2 long time ogo that it is a fundamental mistake for any technical person to say it is not possible unless it vielates fundamental principles —which is not true here."

Pirit 21 las.

LOBHEH LOUIS

onuses

The state of the s

BY DUR LEGAL

of from the posse,

to the section was to

" A . . 1984 to

702 E (P. 15) - 1. ACE

> 10.11.128.516 . . 4 27 4242

e e e e e e e

RG 194 3184

. .

The speaker, a senier manager with the Sandia National Laboratories in Albuquerque, New Mexico, was talking of the possibility of waging a speed-of-light war against nuclear missiles. His laboratory plans to build a \$70m laboratory to test some of these new beam weapons, born of research into

muchear weapons.

The first round of the U.S.Seconded to the headquarters of soviet arms control talks in the Strategic Defence Initiative Geneva, which ended yesterday, in Washington, D.C. His successhas made it clear that the technology of beam weapons will devender, former manager of feature large in further negotisticnes due to restarting the transfer of the process of the

nology of beam weapons will feature large in further negotiations due to re-start late next mouth. The Pentagon has just is the latest particle beam announced it plans to test many aspects of the so-called Star Wars technology. It proposes 15 major experiments under its Strategie Defence Initiativo which, it claims, it can do without violating the 1972 ABM treaty between the U.S. and the Soviet Union.

Sandia works closely with both U.S. nuclear weapon design centres — Los Alamos and Lawrence Livermore — on the engineering of the weapons. One of its specialities is ensuring the weapon's own resistance to damage by radiation from other nuclear explosions—to the olectromagnetic pulse (EMP) which can knock out its electroneits or even trigger a premature explosion for example.

The strategic defence facility, which Sandia hopes to start next year and be using by 1990, will try to create the kind of hostile environment in which a Star wars engagoment would be

fought. It is planned as a three-building complex totalling 246,000 sq ft on the edge of the Albuquerque campus. Another to deliver 3.5 megajoules of 245m deferce approach to the complex to the complex

PRESIDENT REAGANS Strategie Defence Initiative could drag a number of advanced technologies along

on its coattails. The methods the Sandia laboratory is developing, for example, could lead to new ways of generating electricity through thermonuclear fusion. The massive palse of radiation it can generate can be brought

environment in which a Star can be synchronised and their Wars engagoment would be entput pulses combined to

S45m defence engineering energy — equivalent to the laboratory is planned at its energy in a gilogram of high Livermore campus in Califernia, whore it will build and test nanoseconds. If all goes well, nuclear-powered this will suffice to raise a micro-

directed energy weapon components.

Planned for the new Albudirected energy techniques deriving from its long-standing research programme in pulsed power under U.S. Department of Energy and U.S. Air Foice contracts. Or Gerold Yonas, laboratory announced it had former director of pulsed power of a planead, using a diode sciences at Sandia, has been of a pinhead, using a diode

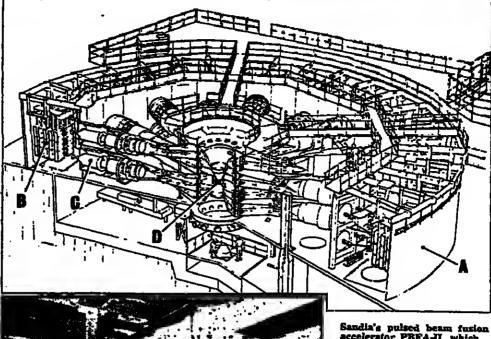
lac D plasmoid accelerator-an electron-neutralised ion accel-erator—will be used to investito bear on a micro-capsule of nuclear fuel bringing it to the point where a thermonuclear reaction is initiated. gate the production and pro-pagatien of "plasmoid." This is charged particles containing equal numbers of negative and reaction is initiated.

A result could be
"laboratory scale" nuclear
explosions and so, possibly,
a reduction in weapons testing. There is also the posstillity of the development of
a "death ray," a speed of light
weapon 190,000 times faster
than a ballistic missile. positive charges. It will require 0 10-megavolt, 100,000 ampere

In addition to beam weapons, the facility will be equipped to test new concepts fer kinetic energy projectiles, as part of the development of smart homing interceptors. Kinotic energy ordnance destroys its target by the energy dissipated in a head-on collision between bodies travelling at very high

launch Sandia will seek for kinetic energy projectiles will be up to an times gravity—or 15 to 50 times greater than an artillery shell. They are looking for projectiles travelling at more than 20,000 mph—faster than ballistic missiles. Electromagnetic propulsion systems are needed to reach such speeds.

Plans to equip Sandia's new strategic defence facility call for a variety of tools of this kind. One is a 3 terawatt Long before President Reagan's famous Star Wars speech two years ago "there was ne question that the issue of strategic defence would pulsed power generator for use as an X-ray source for pumping X-ray lasers. It will be used to study the physics of power conversion and conditioning for become a serious matter for resarch in the defence sector in the mid-1980s and beyond." contends Dr Roger Hagen-gruber, Sandia's director of A machine called the Pulse-



accelerator PBFA-II, which is close to completion in Albaquerque, New Mexico. It was designed by Dr Gerold Yenas, now chief scientist of President Reagan's Strategic Defence Initiative. Inset is one of the 36 synchronised accelerators being tuned in a test facility.

- A. Containment tank with a 180 ft diameter.
- C. Pulse forming lines on an D. Reaction chamber.

B. Marx generaters.

Foot note

EMHART CORPORATION, the shoe-making machinery company, bas signed an agree-ment with Computer Design of Grand Rapids to produce a computer-aided design system for styling and manufactur-ing footwear.



"GIVE US THE TOOLS, AND LL FINISH THE JOB."

They did as he asked. And we did as he promised. And then began the long, painful business of adjusting to the post-War, post-Imperial economy.

Today that process is by no means complete. The pound may be low, but under-investment is preventing many sections of British industry from cashing in.

The Chancellor's Budget did not propose any material changes to the rates of capital allowances and corporation tax, which were fixed by the 1984 Fmance Act.

But our job is to help.

Whatever your business, whatever your tax position, we have the asset finance products that will give you the tools you need to compete. Quickly.

Our leasing products reflect the benefit of capital allowances. Or, if you have taxable profits of your own, our instalment credit and lease purchase products will enable you to utilise them in the most efficient way to give you the equipment that gives you an edge.

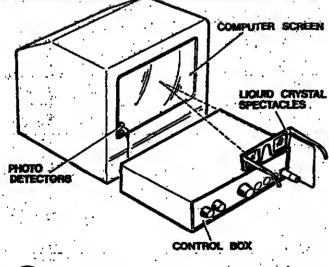
In short, with asset finance products like ours, there's no excuse left for not investing.

And no time like the present for talking to Jim Hastie

FORWARD TRUST GROUP A member of Midland Bank Group.

Leaders in Asset Finance





On screen computer images in 3D

BY GEOFFREY CHARLISH

opment consultancy in nage, has e system that

Six prototype versions are by about four degrees from each already in use at universitios other due to the average eye and the company has made its separation of about three first commercial sale to the Wellcome Foundation for mole—

Wellcome Foundation for mole—

Tortunately, most CAD cular research. Interest has graphics systems can readily be also been shown by Smith, Kline made to rotate their displayed

Although most computer imaging systems—in computer aided design (CAD) for example —can produce perspective views of objects from different view points, they cannet show true visual depth since no stereoscopy is involved.

In any through the four degrees to give the two viewpoints, but of course, the acree can only show one view at a time.

To allow the eye te see both (and therefore, a stereoscopic view), the Millenium system alternates between one and the other about 50 times a second and the user wears a pair of

Such researchors conventionally grapple with physical models et molecules (spheres of various colours connected by rods) because this has been the only way to see how one molecule might interact with another. might interact with another.

Computer-aided design tochniques on a flat screen have serious limitations since with-out true depth in the picture,

MILLENIUM, a design and simple modifications to the soft

ware.
The main requirement is to allows on-screen computer-generated images to be viewed by the human eyes when they in true 3D, using liquid crystal are looking at a solid object, spectacles and a small add-on. At a viewing distance of one metre, those views are displaced by about four degrees from each

image through the four dogree

Millenium is marketing a system that resulted from a glasses with liquid crystal lenses that can be shut on and off very rapidly. When the left hand view is on the screen the right hand spectacle lens is opaque

and lonses is achieved with an optical link between the screen surface and control box. Left and right hand images are separately marked with symbols in the bottom left of the frame that are read by photodetectors

stuck to the screen.
The system costs £1,495 with

The Millenium system can be applied to a normal screen and keyboard graphics terminal with

on 021-455 9221 or John McDermott on 01-920 0141.

UK NEWS

CORRESPONDENT BANKING IN THE FINEST ROYAL TRADITION

A commitment to mutually rewarding correspondent banking.

Coosolidated assets of some DM 100 billion.

Headquartered in Munich, the hub of Bavaria's growing technology-based economy.

Southern Germany's most extensive branch network.



Tel.: (0 89) 23 66-1, Tx: 5286 525-27

JOINT ANNOUNCEMENT **APEX MINES LIMITED** (" Apex ") THE CLYDESDALE (TRANSVAAL) COLLIERIES LIMITED

(" Clydesdale ") (Both Companies are incorporated in Republic of South Africa) PROPOSED MERGER OF THE OPERATIONS OF

APEX AND CLYDESDALE The application to the Supreme Court of South Africa (Witwaters-rand Local Division) for confirmation of the Scheme of Arrangement providing for the merger of the operations of Apex and Clydesdale was opposed. An Order was handed down on 8 Merch 1985 granting Apex leave to apply for permission to have any relevant factual issues referred to evidence.

relevant factual issues referred to evidence.
Pursuant to the ebove Order Apex made application on 25 March 1985 for permission to lead evidence. This epplication was however dismissed by the Supreme Court on 16 April 1985. At the same time the Court also dismissed the application for confirmation of the Scheme of Arrangement, After consideration the board of Apex has decided to apply for leave to appeal egeinst the judgement. This decision is supported by the board of Clydesdale.

Certificates for shares in Apex and Clydesdale.

oy the board or Clydesdale. Certificates for shares in Apex end Clydesdale will continue to be good delivery on The Johannesburg Stock Exchange and Clydesdale's shere certificates will continue to be good delivery on The Stock Exchange, London, until further nooce.

Members of the Gold Fields Group



IF THERE'S AN ISSUE

WORTH RAISING,

IT'S IN THE ECONOMIST.

NEW CALEDONIA.

Business leaders show more

By Max Wilkinson, Economics Correspondent

BUSINESS leaders bave become are now more optimistic about gen-eral economic prospects than they

The last survey, in February,

Those have suggested that order books and export prospects are improving, and that retailers are ex

Yesterday, however, official fig-ures from the Central Statistical Office showed that consumer spending was unchanged at £36.6bn (1980 prices) in the first quarter of the year compared with the final quarter of 1984.

in retail sales in January, after a brisk Christmas trade. The level of their European competitors would consumer spending in the first three months of this year is put at seize the opportunity afforded when the two countries join the 1.6 per cent above the level a year EEC in January.
"It is not political wishful thinking to say that there are significant new opportunities, provided we are

The increased optimism of the directors is thought to reflect the re-cent rise of the pound on the foreign exchanges after the sterling crisis in mid-January. Interest rates were then raised by 4½ percentage points to 14 per cent in defence of

Television trials in House of Lords may be extended

autumn even though the six-month trial period will have been complet-

The Independent Television News and British Broadcasting Corporation (BBC) want to continue with the experiment while the according to the latest survey by Lords Broadcasting Committee considers its recommendation on televising its proceedings.

There are growing indications that the House of Commons will hold a debate before the summer recess on whether to introduce a separate experiment in its own

At the momeot, however, Mr John Biffen, Leader of the Commons, will go no further then his earlier statement that he hopes to give Members of Parliament (MPs) an opportunity to consider the

The broadcasters are satisfied with the way the experiment has

SPAIN and Portugal present a trad-ing opportunity that British busi-ness cannot affort to miss, Mr Paul

Channon, Trade Minister, said yes-

unless companies moved quickly.

quick enough off the mark," be told

The minister gave a warning that

BY CHRISTIAN TYLER, TRADE EDITOR

complaints from peers about coverage and editing. The BBC and ITN are concentrate a regular hasis with no editorial in-

debates in 10-15-minute slots. They seem popular with viewers, and peers favour them because they provide a succinct version of the

The Lords Broadcasting Committee, under the chairmanship of Lord Aberdare, will be considering the outcome after the recess, which begins at the end of July or begin-

ning of August.
The most likely outcome of the report - to be published in the Autumn - is that the trial, which be-gan in January, bas succeeded, but that televising can go shead on a permanent basis only if the Commons is alike televised.

Televising the Commons will clearly be different and a more expensive affair than the operation in the upper house.

of other passengers."
From next year, Spanish import

teriffs on EEC goods will gradually be eliminated by 1993, and quotas on most goods will be abolished im-

Mr Channon argued that the bal-ance of trade would swing in the UK's favour because, until oow, Spain has had preferential access to EEC markets while maintaining

Last year, the UK had a trade

deficit with both Iberian countries,

Iberian trade 'not to be missed'

mediately.

a high tariff wall.

The peers have tolerantly al-lowed the hroadcasters to come in for live debates of their own choos ing and to put out short excerpts on ing more on nightly round-ups of terference. On the whole, that has worked well

That will not do for the Commons, however. Many MPs will want tighter control. They will probably insist on a Commons hroadcasting unit controlling the cameras and having a say in the editing, eveo though such a scheme bristles with technical and adminis-

Such demands as those would prove vastly more expensive than the Lords system, which raises the perennial question of who will pay.

Some believe that television would have a sobering effect on some of the more flamboyant characters in the Commons. But, judging from the past behaviour of some of the wilder spirits, that remains doubtful.

ters, medical and scientific equip-

ment, telecommunications, security

The removal of import duties

would open up the market for do-

mestic electrical equipment, confec-tionery, do-it-yourself and other household goods.

Direct investment in the country

is relatively easy, according to

equipment and pollution control.

Nurses issue threat on pay

By David Brindle

THE ROYAL College of Nursing (RCN) yesterday signalled its intention to mount a potentially damaging long-term campaign against the Government if it fails to honour any award recommended by the Nurses Pay Review Body.

Mr Trevor Clay, general secre-tary of the 243,000-strong union, which is not affiliated to the Trades Union Congress, said coe possibility might be to give members eicctoral advice which took account of Labour's pledge this week to make up the claimed 20 per cent slippage

in nurses' pay.

The implications spread far be-youd the profession itself. There is traditionally strong popular support for the nurses' case on pay, particu-larly since the RCN decided three years ago to forswear industrial ac-

Mr Clay said: The public are ba-sically on the side of nurses. That could have implications for the Gov-

The RCN fears that the Government may either ignore the pay re-view body's findings, and confine any award within the cash limit, or miss. If we do, there will be plenty dropped in the last two years, while may fail to provide full funding. Mr imports, especially of textiles, have Kenneth Clarke, Health Minister risen sharply.

According to the trade board, the has told the review body in evidence that any money above 3 pet best opportunities are in compucent would bave to be found withio the National Health Service.

The union's annual conference at Bournemouth yesterday passed unanimously an emergency resolution demanding that the Government cease its moral blackmail of setting nurses' pay against the needs of pa-

New publisher for ratings list

By Lionel Barber

THE Continental Illicois survey has acquired a new publisher. Extel Financial and Business Services.

The survey publishes annually a league table of analysts as ranked by fund and investment managers. It was first produced 11 years ago by Mr Geoffrey Osmint for the Chicago-based bank, Continental Illinois. But last November, Mr Osmint left Continental Illinois to join County Bank, the merchant hanking arm of National Westminster

That caused an immediate conflict of interest because National Westminster Bank owns a stake in Fielding Newson-Smith, a stockbro-ker which is likely to appear in the league table.

Mr Osmint, who will continue to produce the survey with Extel said he was pleased with the new arrangement. "Above all, the relationship assures that the survey's impartiality and integrity can be maintained," he said.

Competition among this style of survey is increasing. Euromoney magazine, Institutional Investor, and the Association of Corporate Treasurers have started their own surveys, while this year The Sunday Times launched its own versioo with Mori, the opinion poll group.

BY JOHN HUNT EXPERIMENTAL televising of the gone in the upper house: audiences House of Lords (upper house) may of reasonable size and only minor optimism House of Lords (upper house) may continue into the late summer and

significantly more optimistic about prospects for the British economy. the Institute of Directors, published yesterday. The survey suggested that more than half of businessmen were six months ago.

showed that just over a quarter of chamber. businessmen were more optimistic than six months before. Improved optimism shown in the latest survey generally matches the more buoyant outlook shown in the more extensive surveys of industry con-ducted by the Confederation of British Industry.

cting further growth in sales, although at a decelerating peca.

That reflected an apparent drop

with exports to Spain at £1.3bn, against imports of £1.7bn, and, with a business conference organised by the Confederation of British Indusbankers, except in areas such as mining, shipping and publishing, provided foreign currency is used to Portugal, £386m against £635m. Trade with Spain has been growing, but UK exports to Portugal have try, the employers' body, and the British Overseas Trade Board. This is a bus we cannot afford to Profits squeeze hits

fruit, vegetable trades

BRITAINS FRUIT and vegetable wholesale trades are suffering from overcapacity and a squeeze on profits which is driving a near-record number of companies out of business, according to a report published yesterday.

The study, commissioned by the National Federation of Fruit and Potato Trades, paints a gloomy pic-ture of the deterioration in whole-costs for each unit of produce have sale markets since 1950. Compa- risen. Costs have also been innies' net profit margins have been creased by the relocation of wholesqueezed between then and now sale markets to more expensive.

from about 90 per cent to its present level of less than 60 per cent. That reflects the growth of sales through supermarkets, which now account for 40 per cent of fresh veg-etable and salad sales and 30 per cent of fruit sales; direct sales to consumer at the farm gate; and the development of frozen vegetables.

As a result of the decline, trading

per cent.

With hankruptcies and company
"In these circumstances," it says, liquidations running close to record
"It seems certain that unless levels, the fixed costs of market faprompt, co-operative action is tak- cilities are having to be spread en, then profit margins will remain among an ever-decreasing number

en, then pront margins will remain among an ever-decreasing number depressed for many years to come."

It does not detail any specific course of companies.

Since 1950, the report says the grouportion of produce bandled by primary wholesale markets such as Covent Garden has declined to companies.

A study of the trends in the wholesale fruit and vegetable markets since 1950 by Dr P. Duvies: price £3 from National Federation of Fruit and Potato Trades Ltd., Market Touers, I Nine Elms Lane, London SW8 5NQ.



SOUTH GLAMORGAN COUNTY COUNCIL

£17,000,000

Deferred Payment and Multi-tranche Financing Scheme for the new County Hall Development to be managed by

NORWEST HOLST MANAGEMENT CONTRACTING LIMITED

Grindlays Bank p.l.c.

Cipfa Services Ltd

provided by

Allied Irish Investment Bank pic Grindlays Bank p.l.c. Orion Royal Bank Ltd

Grindlays Bank p.l.c.









المكتام المالامل

for ratingly

1. 5-1. 2. 2 3.6 (22.1)

UK NEWS

Commons halted as Labour MPs block Dr Owen

BY OUR PARLIAMENTARY STAFF THE HOUSE of Commons was suspended yesterday after Labour left-wingers blocked Dr David Owen, leader of the Social Democratic Party (SDP) from delivering a speech from his usual seat in the chamber, Their move led to angry jostling when Dr Owen strode up to the Op-

position despainh box and was el-bowed away by Mr John Prescott, Labour's spokesman on employment matters.

Moments later, the Labour front benches again blocked Dr Owen's way with their feet when he made a second attempt to take over the Op-position front bench, amid uproar

position front bench, amid myroar from both sides of the House.

Ten Labour MPs, mostly left-wingers, occupied the entire front bench below the gangway, where Dr Owen normally sits with one er two of his SDP colleagues, from the start of question time and refused to make way when he time arrived for him to launch a debate on an Alliance motion on trade union hal-Alliance motion on trade union bal-

to speak from his normal place and to speak from his normal place and to launch an attack on trade-union ballot rigging. But Employment Secretary Mr Tom King dubbed the scenes "disgraceful," and demon-strating "bully-boy behaviour" by

half an hour before the 12-minute

In an angry denunciation of the left-wingers' tactics, Mr King said House of Commons today were dis- ficial opposition.

monstration of the sort of tactics that convention." The SDP/Liberal that have done such damage to democracy in trade unions. If ever we official review of its position and needed confirmation of the rights in the Commons.



Dr David Owen

rightness of giving proper demo-cratic rights to individual union rs and the means to defend them from this sort of bully-boy behaviour, the scenes in the Com-

Mr Brian Sedgemore (Labour) from the SDP benches, told Mr Harold Walker, the deputy speaker: "Under the provisions of the Mental The scuffles - one of the most serious incidents in the Commons in recent years - lacted and the serious incidents in the commons in recent years - lacted and the invitation in the commons in recent years - lacted and the invitation in the commons in recent years - lacted and the invitation in the commons in recent years - lacted and the invitation in the common i

course it is n universally recognised and observed convention that the despotch boxes are used by ministers to address the House and by in his statement. The scenes in the the leaders of spokesmen for the of-

graceful. The Labous Party deliberately set eut to obstruct Dr Owen and prevent him from speaking.

"It was the clearest possible deliberated by the convention of the convention." The SDP/Liberate in the convention. that convention." The SDP/Liberal

Shipbuilding unions accept 4.7% pay deal

BY BRIAN GROOM, LABOUR STAFF

allow higher earnings in return for will continue to be made.

ne previous offer was for 32 per. cent en basic rates plus 1 per cent to iron out wage and salary anomolies at yard level, but BS appears to have responded to union pressure by putting all the money en to be the salary and widely as now paying dividends to the salary and muddle was now paying dividends to the salary and muddle was now paying dividends to the salary and muddle was now paying dividends to the salary and muddle was now paying dividends to the salary and muddle was now paying dividends to the salary and the salar

BRITISH SHIPBUILDERS, the state-owned group, yesterday reached agreement with unions representing its 42,000 workers on a pay deal which will increase the to contain unit costs in order to need the intense competition which tal wage and salary bill by about 4.7 per cent.

In addition, the agreement provides for discussions at local level on new bonus schemes which would allow higher earnings in return for will continue to be made.

was now paying dividends in the form of lower costs and "sharpened management attitudes."



Salary cut for Reckitt chief

By Charles Batchelor

SIR JAMES CLEMINSON, chair man of Reckitt & Colman, the beusehold products and foods group, has taken a large salary cut

1983 to £37,700 in 1984 reflected th fact that Sir James had reached the company's normal retirement age of 62, the company said. He is, how ever, to continue to exercise his ful

Sir James's salary reduction goes gainst the recent trend for sharp ten reflecting improvements company profits. Reckitt increas pre-tax profits by 20 per cent to £196.4m last year.

Reckitt's chief executive, Mr John West, was paid £109,900 last year, £11,700 more than in 1983.

Pirobank

National Girobank announces

that with effect from close of

business 22 April 1985

Base Rate

Its base rate was reduced from

13% to 12½% per annum

10 Milk Street LONDON EC2V 8JH

UNIONS BELIEVE DAGENHAM WILL BE CHOSEN TO PRODUCE NEW 2-LITRE RANGE

UK tipped for Ford engine output

BY KENNETH GOODING, MOTOR INDUSTRY CORRESPONDENT

FORD unions are convinced that Degenham in the UK has been selected in preference to Cologne in West Germany to produce a new "family" of two-litre engines in which the company is invest-ing more than £100m.

Rumours about the project's going to Britain have been so strong that the state government of North Rhine-Westphalia, in which the Cologne plant is situ-ated, and which faces an election next month, has intervened and put together linancial aid attractive enough to persuade Ford to change its mind. Mr Daniel Goeudevert, Ford of

Germany chief executive, was called to a meeting with Pref Reimut Hochimsen, state premier, this week to discuss the issue. However, Ford of Europe yes-terday insisted that no decision had yet been made about where the new engine would be pro-

"It could be Cologne, Dagen-ham, another Ford plant, or even be made by an outside supplier –

that might be cheaper, given the excess capacity around Europe."
Ford would make up its mind in
"a matter of weeks," an official said and pointed out that the new engine family would not be required for four or five years.

Unions suggest, however, that most indications from the suppli-ers that will provide the engine production-line equipment point towards Dagenham as the chosen facility, with Valencia in Spain having an outside chance. The new engines will replace existing power units in the Sierra and the Transit van. Space would be readily available at Dagenham, where the present engines are produced, but new buildings would be needed at Valencia.

Ford is already using Dagenham to supply Europe with its 1.6-litre car diesel engine - brought into production at the cost of £140m last year - and the Cologne plant's V6 Granada engine line has also recently been re-tooled and modernised.

Cost of military programmes disclosed

BY LYNTON MCLAIN

THE COST of some of Britain's John Lee, under-secretary for demost expensive military equipment programmes has been disclosed for the first time in the House of Commons in a written answer. . .

Two programmes for which total costs have not been given previous-ly are the JP233 runway and air-field attack bomb, and the Anglo-Italian EH 101 helicopter pro-

The JP 233 programme has n total cost of the order of £700m," Mr

possible use in the long-range stand-off missile being considered by the U.S., UK and West Germany. fence procurement, told the House. Hunting Engineering, part of the Hunting Group, is prime contractor for the runway cratering bomb. Hunting manages the project, in-volving four main sub-contractors, Ferranti, Thorn EMI Electronics, ML Aviation and Royal Ordnance. About 4,000 people are employed

entering service with the Royal Air Force (RAF). Hunting Engineering is working

in producing the weapon, which is

The total cost of the EH 101 heli- on the NH 90.

on modifications to the JP233 for Italy have not committed them selves to full-scale production. Aerospace component and equip meet makers fear that the pro The company is lead contractor in the UK for one of two consortia awarded feasibility studies by the U.S. Department of Defence, on behalf of the three nations.

copter programme was estimated by Mr Lee at £1.38bn. Westland is in partnership with Agusta of Italy on the helicopter, but Britain and contract valued at £300m.

Rolm selects Britain as base for PABX making in Europe

ROLM, the Californian telecommunications group taken over last year by IBM, is to set up its European head office and a development and manufacturing plant in Britain. The operations will be at Woottoe Bassett, in Wiltshire, where the company is buying n 150-acre site and where it expects to employ 200-300 people. The plant will be re-sponsible for developing products to meet European technical specifica-tions. Rolm has been recruiting for

development engineers in Europe

who will go to its headquarters in Santa Clara in California to start

ful companies selling private tele-phone exchanges (PABXs) in the North American market. Its equip-ment is also sold in Italy, Japan and Latin America. One of its ex-changes is being evaluated in Brit-The DTI says th

though it will continue to sell the ta processing equipment industry.

1750 PABX in Europe The British computer services in-

dustry increased sales by 20 per cent to £2.1bn last year, according to n new survey by the Trade and Industry Department.

There are about 15,000 com involved in the industry although the 200 largest account fer more than half its sales, the department says. For the first time, the department conducted a sample survey of smaller companies as well as collectieg statistics from the larger

Nearly half of the sales came adapting equipment. from systems analysis, software Rolm is one of the most success- and software maintenance. More than one quarter of income came from data processing and database services with the remainder from consultancy, hardware mainte-

The DTI says thet ebout 30 per changes is being evaluated in Britain under the Trade and Industry
Department's interim approvals
scheme If it passes, the exchange
will be sold by IBM.

IBM has been in the European
telecommunications market for

Mr John Butcher, Industry un-

more than 10 years and was the der-secretary, said: I am pleased to first company to sell an electronic see thet output last year, £2.1bn. exchange in the UK. Rolm is re- satisfactorily complemented the sponsible for developing telecomc2.9bu sales of UK manufacturers
munications products for IBM alin the computers end associated da-

Pan Am's America. £7Cheaper Glasgow.



GLASGOW £62 Yes, it's true. 17th to 31st May you can fly Pan Am from London

Heathrow to Detroit for an astounding £55 one way. That's cheaper LONDON than the ordinary Glasgow fare!

How come Pan Am's being so generous?

It's a special offer to introduce the new nonstop Detroit service. You can also return for £55 before 15th June, provided you travel to Detroit before 31st May.

The flight, PA 55, leaves at 9.45am and arrives in Detroit at 12.50pm. It operates Friday, Saturday and Sunday from May 17th until June 1st, when it becomes daily except Monday and Tuesday.

Call your Travel Agent or Pan Am to find out more about this canny offer.

Now you can see why we say... Pan Am. You Can't Beat The Experience.

Residential Property

CLASSIC GEORGIAN

The end house in a perfect terrace ie Camberwell conservation area. 31tt L-shaped first-floor drawins room with 2 liraplacea, dining room, fined kitchen, master bedroom with luaury an suite bathuoom, drassieg room/sludy, 3 further bedrooms, eecend baihnoom, Gardan floor hea playroom + ehours room preupeir euite. Pretty 70th euney garden + doubte garage with planning permission for erudie flat, Cas CH. FREEHOLD £149,000

STEPHEN MORGAN 01-720 5361

London

VICTORIA/WESTMINSTER GREYCOTE GARDENS CLOSE ST. JAMES'S PARK Very attractive 1-bedroom pied-a-terre en third floor el highly regarded mansien building, 78 years, £43,750, FLAT LISTS AVAILABLE COWARD & CO 01-834 1957

Quality Houses

and Flats in

SW London, Surrey, Berks

Tel: 037284 3811

Telex: 895112

AMERICAN EXECUTIVES

eek luxury furnished flats or houses up to £500 per week. Usual fees required.

Phillips Kay & Lewis 01-839 2245

TELEX 27846 RESIDE G

W.C.1.

Two-bedroomed, top-floor, modern flat available

for company let.
£13,500 required for new carpets,
ell furnium and equipment
including crockery, cutlery, linen
(meatly new), etc.

Full details from: ALESWORTH - PHONE: 028 04 237

LANCASTER GATE, W2-Library furnished Sats for longishort lets. 7alephone 01-402 1536 or 01-734 1601.

Rentals

KIETH CARDALE GROVES RESIDENTIAL LETTINGS

LOWNDES SQUARE, SW1 Elegant 1st Floor Fint in handsome building ovarlooking the aquere Oduble reception, kitchen, double bedroom, shower rm. £300 pw nee. MONTAGU MEWS SOUTH, WI Printer 2 stoley house set in mews with garage, reception, kitchen, 2 5.es, beinroom, chower & wc £200 pw neg.

> ANSCOMBE & RINGLAND

Jennifer Rudnay

01-629 6604

with offices in St. John's Wood and Kensington offer the best service in residential letdinga TEL: 01-722 7101

> KENWOOD RENTALS

OUALITY FURNISHED FLATS AND HOUSES Telephone: 01-402 2277 Telex: 0125271 KENWOD G

ERVICED APARTMENTS—Chelsea. Woll-sled , restaurants, late night shooping. Fernshed studio & 1 bed 621s from £130 pw. shil. 1 month. Letting office: Neil Gwyfn House. Sicilia Aws. London, 5W3. 01-584 8317, Teles: 016356 NGH LDN.

ALPINAM APARTMENTS, NEW CAVEN-OISH STREET: LONDON WI. Prestige npartments is West End. Very easy access to City. ES7 nightly, Daily, shortli long bookings notested. Foi: 01-436 2621. Telex: 684130 MIRIF, **Overseas**

SWITZERLAND

ATTENTION FOREIGNERS

New Government regulation no longer permits foreigners to buy spertments le Montrous, eacept for those developments approved last year. Approval has been granted for lovely Residence, directly on Lake Geneva, with several magnificent apartmeets available. Liberal financins. For Information:

GLOBE PLAN S.A.

Av. Mon-Repos 24, CH-1005 Lustanne, Switzerland
Tel: (21) 22 35 12 - Telex: 25 185 MELIS CH

MALLORCA'S NEW SUPER PORT

In the Bay of Palme, 5 mins, Palma. 15 mins, airport, 684 borths B to 38 metros, 2 for up to 60 metros such, individual TV/mains/wester/page connections. Professional port monagament company, Full marine services; Tower, radio, stip, travel-lift, rapair, fuel station, in and outdoor wider hardstands underground convented to the station. rapair, fual station, in and autder where berdstaeds. Underground cerperk. Lockors. Complimentary service and Iciaure feetilies: medical, bankins, abeppins, catarins, entertainment. Gelf end tennis nearby. Cemmercial eres compress 85 units en 13,000 sq m. in eft. Plua 21 super exartments above and 80 in soparate luxury cende — eff in front line clong main plers. Top investment!! 45% sold! Hurry new before eaxi price risal

Contact developera directly: Puerto Punta Portals S.A. C/e Marine 101, Portale Nous Tolox: 68686 CALIU E

SWITZERLAND Montreux-Geneva Lake APARTHOTEL BONIVARD For sale luxurinus epartments, from 1 to 5 roems, everlooking the practicest part of Geneva Lake. Prices: Swfri23,000 lect. equipment and furniture.

Place contact the owner Regie de la Riviera S.A. 32 Avenue du Casino 1820 Montreux, Switzerland Tel: 021/636251 Telex: 25873 ORIL CH

GUERNSEY PROPERTIES We accitatise in the sale of homes to new residents in this Idylia. Stable, low tax island. We offer the largest, illustrated salection from £100,000 plue coloured "Settling in

Guernany - Tel: OCE1 23636

LEASING

The above menthly rentals reinte to a four year Flexible Lease and ale outpect to VAT. Three year Lease, Lase Purchase and Centract Hire are also evallable netleewide

MOTOR CONTRACTS LIMITED Birmingham Read, Lichfield Stationashire W514 90Z Tel: Lichfield (95432) 55208 NOT IMPORTS & BUSINESS USERS ONLY

VOLVO

740 — Place your order now

01-286 6151

Lex Brookland

FIESTA 950 POPULAR ESCORT 1300. 3 DOOR NISSAN SUMNY 1300. SIERRA 1.6. HATCH CAVALIER 1.6. HATCH MONTEGO 1500 L ORION 1300 CL ASTRA L PETROL VAN

Motor Cars

Backed by over 50 years customer service Carfile Supplies to Britains Largest On the Road Prices Fleets NOW GO PUBLIC On the Road Prices

Use our buying power to negotiate the best Find the cheapest money to back our lessing &

Find the cheapest money to back our lensing & finance packages.

Offer full manufacturers warranty.

Deal attentively to both private and business enquiries.

Deliver to you door nationwade.

Poliver to you door nationwade.

Nat we do not do: Supply imported or converted vehicles.

Ring us NOW — For your next new car.

We are in business to do business 7 days a week.

(0332) 41001 — Fuern (Wind. (0332) 67763. Ring us NOW - For your next new car. We are in business to do business 7 days a week. Cast Signal (0332) 41001 — Even/Wknd. (0335) 60763

Mercedes 280 St. '84. Chameagna. Jew milage, FSH. As new . 220,395 Morcedas 450 St. '80. Charlahed registration, eliver blue, FSH. £74,895 Poreche 911 SE Targa Sport. X reg. pewter/borber, FSH. \$16,895 Yelvo 760 GLE. Metaliac green, FSH. \$28,999 F5H. E3.99
Mercedoa 500 SEC. Y reg. Full
AMC cenversion, spalescent
oourl, F5H, mag eg. E28.495
RANGE ROVER 4-door auto. A reg.
As cond. attoya, wood cappings.
F5H. E12.495

Mercedes 230 TE Estate. New. immediate delivery.

Mercades 200 TE Estate. Immediate delivery. Mot/veleur. estra reer easts. List.

Porsche 928S Mk. II. New car. immediate delivery. Grand Prix white, full red leather. aun rool. List.

Porsche 944 Auto. Black. Y reg. Sue toef. POMs. 21Se. FSH. £14.495 Porsche 944 Lux. A reg. White, sun rool, PDM. FSH. £75,495 Usual Fnovities & Exchenges WCODERIDGE of BIRMINGHAM TEL: 021-449 4777

A more individual car for the more discorning. Individual Lease . . . etP . Centraci Hire . . . or even Cashi Full range of '85 Medels available Ring CHRIS PERRETT 01-345 6696 BALLARDS of FINCHLEY

Wanted ROAD RANGE LIVERPOOL Cach buyers for low-mileago Mercedes Senz. 051-Comprehensive Service & erabshaw & Wess require and section-mileage Mercedes. Phone: 01-495 7703, 01-352 7392.

Holidays and Travel

Flights



GENEVA, ZURICH & BASLE RETURN Ty direct from Galwick on the most flexible charter service. Take no charces book with a bonded ABTA member 27 01-221 0088 190 Campden Hill Rd London W8

Falcon

U.K. Hotels

Armathwaite Hall Hotel

THE LAKE DISTRICT'S FIRST FOUR-STAR COUNTRY HOUSE HOTEL rice Lake Ulbinici's Finbi Four-STAR Country House Hotte.

The Century Half abriding in 133 acres of parkland with lake frontage, squash, tendis, croquet, pitch and putt, encoker, games rooms. Coff and riding nearby. Oak-panellad half with leg fire. A fa carte restaurant with magnificent views nereas the Lake Indeer awamming peel complex including apa pool, sauna, selarium, trimfasium, beauty salen, bar and roataurant with grill menu. Bed end breakfast triff from £21 p.p. per day. Egen Renay/Ashley Courtenay recommended. Excellent senlareece venue. Phone for new celeur brochure.

10 Des ECTI 1053 1255 724 1753 1214 562 1653 1483 627 2083 148 479 Earl or an implement Star - 5 gas E5 Landau Well, E22 bt 2021.

b



Activity

Contracts and Tenders

REPUBLIQUE ALGERIENNE DEMOCRATIQUE **ET POPULAIRE**

MINISTERE DE L'ENERGIE ET DES INDUSTRIES CHIMIQUES ET PETROCHIMIOUES Ministry for Energy & Chemical & Petrocher

ENTREPRISE NATIONALE DES TRAVAUX AUX PUITS (National Oil Explakation Company)

NOTICE OF NATIONAL & INTERNATIONAL OPEN CALL FOR TENDER

The National Oil Exploitation Company is launching a National and International open Call for Tender for the supply of the following equipment.

Tenderers Interested in this Call for Tender may obtain the specifications for a sum of 400 Algerian dinars from the following address: Entreprise Nadonale des Travaux aux Puits, 16 Route de Meftah. Oued-Smar, El-Harrach.

Algiers. Algeria, Direction des Approvisionnements (Supplies Division), with effect from the date on which this notice is published.

Offers, of which five (05) copies should be prepared, must be sent in a double-sealed envelope, by registered mail to the Secrétariat de la Direction Approvisionnement (Secretariat, Supplies Division) at the above address. The outer envelope should not bear any mark that might identify the tender, or any heading, and should read: "Avis d'Appel à la concurrence ouvert national et international no. 0751/IK/MEC—Confidential à ne pas ouverle" (Nacional and International Call for Tender no. 0751/IK/MEC—Confidential do not open).

Tenders must be received 45 days at the latest after this notice is published. Selection will be made within 180 days of the closing date of this Cail for Tender.

REPUBLIQUE ALGERIENNE DEMOCRATIQUE ET POPULAIRE

(Algerian Populer Democratic Republic)

MINISTERE DE L'ENERGIE ET DES INDUSTRIES CHIMIQUES ET PETROCHIMIQUES (Ministry for Energy & Chemical & Petrochemical Industries)

ENTREPRISE NATIONALE OES TRAVAUX AUX PUITS (Netional Oil Exploitation Company)

NOTICE OF NATIONAL & INTERNATIONAL OPEN CALL FOR TENDER NO. 9136-AY/MEC/

The National Oil Exploitation Company is launchieg a Nadonal and leternational open Cail for Tender for the supply of the following:

- Site fork-lift truck, Type 4x4, Capacity: 15 Tons

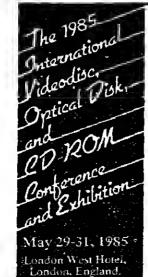
Tenderers interested in this Call for Tender may obtain the specification for a sum of four hundred (400) Algerian dinars from the following address: Entreprise Nationale des Travaux aux Puits, 16 Route de Mefrah, Oued-Smar, El-Herrach, Algiers, Algeria. Direction des Approvisionnements (Supplies Division), with effect from the date or which this entire is published.

Offers, of which five (05) copies ahould be prepared, must be sent in a double-sealed envelope, by registered mail to the Secrétariat de la Direction Approvisionnement (Secretariat, Supplies Divisioe] at the above address.

The outer envelope should not beer any mark that might identify the tender, or any heading. and should read: "Avis d'Appel à la concurreece internacional no. 9136/AY/MEC-Confidenciet à ne pas ouvrir " [National and International Call for Teeder no. 9136/AY/MEC-Confidential

Tendera must be received 45 days at the latest after this notice is published. Selection will be made within 180 days of the closing date of this Call for Tender.

Courses



The 1985 International Videodisc, Optical Disk, and CD-ROM Conference and Exhibition features presentations invited from leading video and optical storage technology experis, key equipment suppliers, and experienced systems users. The conference sessions incorporate both open discussion and formal presentation and will act as an international forum for the exchange of information on the

• Image and data storage on videodisc, optical digital data disk, end CD-ROM

• Leading-edge videodisc, CD-ROM, and optical digital data disk applications in law, education and training, the arts and humanities, engineering CAD/CAM, office automation, social sciences, publishing, the sciences, medicine and health care.

Advanced software applications [e.g. artificial intelligence] and

Advanced software applications [e.g. artificial intelligence] and authoring systems
Integrated systems development and optical storage technology
Information systems and electronic publishing on CD-ROM.
videodist, and optical digital data disk
Interactive videodise project management, programme design, and

Research and development activities in optical storage

Send for denoted free hore and conference registration form to.

Meckler Communications

3 Heericus 51, London WCI, 8LU, Tel. 01-2400856.

RESOURCES REVIEW

The government in Buenos Aires seems at last to have given foreign companies the broad message that they were hoping for about their role in Argentina's oil industry, writes Jimmy Burns



Alfonsin takes a step in the right direction

AFTER MONTHS of administrative confusion and ambiguous policy statements, the Argentice Government appears at last to have given foreign compenies the broad message they were hoping for about their role in the country's oil industry.

In a speech in Houston, Texas, last month, President Raul Alfonsin wrapped up his official trip to the U.S., with an unqualified appeal to foreign investurs to play a central part in the development of the country's considerable, but largely underexploited, oil reserves.

The message was widely seen as a watershed in the turbulent history of the Argentine oil in-dustry and, in particular, the public policies defended in the past hy the ruling Radical Party, of which Sr Alfonsin is the leader.

The first Radical administra-tion (1916-1930) created a powerful state Yacimientos monopoly, Petroliferos Fiscales (YPF1, empowered to regulate domestic prices and overall production.

Since then the Radicals, in their intermittent periods of power, have taken a strongly nationalistic line and one particularly aggressive against the major oil companies. So, Sr Alfonsin's sweping victory in the elections of October 1983 left most oil majors worried that the pendulum was again about to swing against them, compared with the largesse exercised during the previous seven years of military rule. That Sr Alfonsin has defied

expectations stems from the President's apparent conviction that nationalist interests lie more in the ends than in the means. For while the Radical rank and file remain suspicious of foreign involvement in the country's economy, the Govern-ment has reluctantly accepted that without foreign investment in eoergy, the Argentine economy will weaken, further tion to be a regional leader.

"Our party is a passionate defender of the national interest, but that doesn't stop us from being pragmatic on the subject of our energy needs," commented Sr Jorge Papena, Under-Secretary for Energy Planning, This policy also bappens to be what the International Monetary Fund would like to see.

Crude facts, painstakingly put together by local energy technocrats like Sr Lapena, seem to have swung the Presi-

On the surface, Argeritina presents a glowing picture of energy self-sufficiency, compared with 25 years ago when 60 per cent of domestic oll consumption was provided by imports. But this overview conceals a dangerous stagnation in the country's oil resources.
Since 1970 Argentina's oil

reserves have remained at 390m cubic metres (2.4bn barrels), and in recent years production has only been able to meet domestic needs because of a sharp drop in consumption
brought about by recession.

Part of the reason is that
during the military regime
energy investment was channelled into atomic power, given those who had their that the country's National annulled by the last Commission for Nuclear Energy Government in 1962.

Commission for Nuclear Energy
was controlled by the Navy.
Also many of the Felds
exploited in recent years have
not proved as rich as had been
hoped — offshore exploration
cstried out by majors such as
Esso, Shell and Total has proved

particularly dissppointing.
More damaging, however, asve been the periodic bottle-necks caused by e lack of clearly defined national investment priorities and constant changes of government.
The poor record on the
Argentine energy front was st

first aggravated by the Radical Government's decision on teking power in 1983 to reconsider some 20 onshore olt production power in 1983 to reconsider Amoco has settled for a 65/35 some 20 onshore oft production peso-to-doller ration in the paycontracts which had been signed with Foreign and Argentine crude oil delivered. This will private comparing the companies of the companies o private companies during the revert to 40/80 after two years. If the Government is at that But the subsequent renegotiation of the hulk of these coo-

tracts at prices reportedly more favourable to the oil companies than those agreed with the military emerged as the first hint of the Administration's

at offering new hope or mapacing the country's reserves. He pul his seal of approval on a the Argentine chamber of oil companies calculates that in most a modesi annual new offshore contract with companies calculates that in sector is that Sr Alfons Royal Duich Shell, covering a order to meet a modest annual Houston speech was at lead 4,395 square kilometre block off growth forecast for energy constep in the right direction.

in recent years, Shell is predict-ably cautious shout the pros-pects. Its initial commiment is to instal two platforms to ex-ploit an estimated 6m-7m cubic metres of recoverable reserves. Nevertheless, the agreement with the Government came as a with the Government came as a welcome boost for a company which in previous months had been at the rough end of nationalist tirades. Of all the companies operating in Argentina, Shell was perhaps the most affected by the Falklands War.

Wild accusations in the local media that Shell had supplied "Argentine" oil to the British forces during the south Atlantic conflict spurred the Government into seeking to exercise greater

the eastern mouth of the Straits of Magellan. According to the Government the contract is worth \$290m, although Shell officials say that the total investment will depend on how much oil, if any, is found.

Having already spent about \$200m with little apparent success on three offshore blocks in recent years. Shell is predictive. need to be invested between now and the end of the century if Argentina is to remain self-sufficient and generate exports

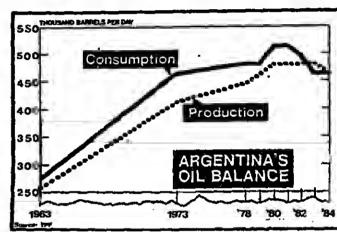
to coincide with a possible recovery of international oil

prices expected in the 1990s. Until now, the linchpin of the Argentine oil industry has been YPF. The company accounts for 40 per cent of state investment in the energy sector and 70 per cent of oil production. Although foreign companies can explore alone or in partnership with YPF, by law all petroleum extracted has to be sold to YPF for processing or for resale to other refineries.

Ky"

ず

Nevertheless, If the current



control on the company's activi- stimulus to foreign investment ties. Only efter a long process is confirmed, YPF's share of negotiation did Shell executives manage to convince the Argentine authorities that theirs was a "Dulch concern" qualification that allowed the company to be struck off the blacklist of British companies

subject to restrictions. Recent talks involving three other major foreign companies which already had production contracts in Argentina and were also threatening to abandon all future investment have been less politically sensitive, but equally laborious.

The talks involving Amoco, Cities Service, and Total have centred on a mounting pile of overdue payments from YPF and differences as to the propor-tion of the payments that should

be made in dollars.
Delays in settlement of these issues bad nearly halted development of major blocks in Mendoza, Chubut, and off the coast of Tierra del Fuego.

Significantly, all three com-panies announced settlement of their claims prior or during Sr Alfonsin's visit to the U.S.. an indication that the apparent U-turn in Government policy was being taken more or less

The agreements with Amoco

The agreements with Amoco and Cities Service are particular of Covernment of Cities Service are particular of Covernment of Cities Service are particular of Covernment of Cities Concede that YPF cannot alone assume the bulk of future exploration efforts and that additional major new investments will have to come from the private sector if Argentina is to avoid becoming a net importer of oil again in the next decade.

Some foreign oil companies, including Occidental, Union of California, Esso and Shell, bave been taking a keener interest in Argentina recently. But the specific commitments that will be made in the future will depend on the generosity of the risk contracts that are offered. next three years. In return the Government will settle debts owed to the company, partly in dollars and partly in dollar-denominated Government bonds and premises the company of the comp and promissory notes insturing over the next few years.

it will consider making part of the payment guaranteed in the form of oil products.
Clearly, such contracts as

those signed with Amoco and Shell are a welcome boost for chaoge of heart.

In October last year, President Alfonsin look a further recent mooths, but they will not in themselves be sufficient Argentina's Argentina's

cent. The company, in effect bankrupt, already finds its funds tightly controlled as part of the Government's attempts to reduce inflation. The Treasury bas recently assumed on YPF's bebalf foreign debt estimated at more than \$5hn but has rejected YPF pressure for bigher petrol prices and 2 larger share of oil tax income for the state company.

Foreign oil company officials have welcomed a recent management resbuffle at YPF as a sign that the company might be following Sr Alfon-sin's cue in putting efficiency hefore politics. YPF's new chairman, Sr Rodolfo Otero. has a proven track record of working in the private sector end is reportedly in favour of liberalising the current con-tracts involving foreign com-panies. This may involve abandoning his more nationalist pre-decessor's plans for joint ven-tures between YPF and foreign companies based on the "Colombian model." This would bave meant the state company taking a majority shareholding in each venture.

pend on the generosity of the risk contracts that are offered. It is generally agreed that those already aigned are not quite generous enough, particularly as the Government is yet to define whether future guarantees for payments owed by YPF will be made in crude

or refined products. Moreover, although the country's hydrocarbons law country's hydrocarbons law empowers Sr Alfonsin to dictate future oil policy virtually by decree, some foreign companies suspect that he will not run the political risk of totally ignoring the nationalist views of his own ruling Radical party and the opposition Peronists.

"You need more than a speech to reslore credibility and you cannot forget that this is an election year libere are mid-term elections in November)," commented one oll executive.

On balance, however, the general view of the private sector is that Sr Alfonsin's Houston speech was at least a

المكنا ما المال

THE ARTS

Television/Christopher Dunkley

The way history wasn't

English schools in the 1950s and 1960s might well imagine that the history of the British Empire consisted of lots of our chaps going out to godless places where people dressed in feathers and loincloths, and providing them with roads and railways. British education, British law and a Christian

church.

And if your view of Dickensian England depended upon Hollywood and popular illustration, you might imagine that candles and firelight were a charming idlosyncrasy used to enhance concealed electric lighting, that landscapes only ever contained single stage-cooches, and that life, except for a few dramatic unfortunates, was slow, quiet, pleasan; and comfortable. comfortable.

Two series currently being

Two series currently being transmitted provide vivid and fascinating alternatives to those fixed views. They olso emphasise yet again tha point made so often in this column: that the proportion of excellent material on British television is your interest of the cort of very impressive. It is the sort of television represented by End Of Empire on Channel 4, and Bleak House on BBC2 which will no doubt need to he cham-ploned and protected as we move closer to a free market in

End Of Empire is made to a End Of Empire is made to a formula with which we have become familiar in such series as The World At Wor and All Our Working Lives: it combines archive material, predominantly cinema newsreels, with interviews specially shot for the series. There has never been a first rate series about the history of the British Empire. tory of the British Empire generally the 1972 BBC series The Brilish Empire unfor-tunately being rather unimpressive. Yet it seems there was seems to me to make much never any thought that this new printed history redundant. Granada series would cover the Listening to the refined naval whole history because the chief motivation was the desire to capture on film, before they all disappear for good, the memories of British imperial civil servants and of the nationalist leaders who clamoured, and in many cases fought for independence

fought for independence. Obviously, their memories con-cern not the great Victorian hey-day but the final years of the largest empire the world has

Thus the subject of the series was, in part, dictated by the malerial available, but only in the broadest general terms. The significant difference between End Of Empire and Granada's significant difference between End Of Empire and Granada's folly unfashionable to allow cut other major current documentary series, Television, is that air, and aome viewers may have Empire seems to have been constructed to illustrate a carefolly cased to exist. Yet End of formulated and consistent thesis. Empire shows they are still out there, sitting on innumerable adopt the terminology of the new SLR cameras—while Television appears to be an accumulation of interesting clips made by Britain's erstwhile knitted using "picture priority." The more traditional and more revealing phrase to describe this approach is "writing to picture."

ture."

The contrast is very noticeable. Whereas Television is a series of disparate programmes, each one bringing together a collection of examples within a single field (light entertalment, news, commercials) without a clearly consistent approach. End of Empire—even though it features an equally disparate collection of subjects (India, Egypt, Aden) — does bave a unifying ottitude, or so it seems to me baving watched the first



Charlie Drake, the comedian, who enters the cast of Bleak House tonight in a rare "straight" role as Bleak House tonight in a rare

periods, social groupings and even complicated sets of attitudes is quite extraordinary. Many historians and other academics working in a conventional way exclusively in print still despise and dismiss television; and yet, End of Empire officers and civil servants in programme one, describing the beginning of the end in the loss of Singapore, was like listening at first hand to an actual recording of history:

"M'lather was captain of the Prince of Wales . . " said Admiral Leach, straight to Captain Colin McMullen, former gunnery officer, fol-lowed, saying: "The Care-ptain

sent for me... and he said 'I'm afraid it'a going to he a pretiy sticky party. Guns.'"

It was not simply what they said hnt the way they said it. Broadcasters now feel it dread-

ppears to be an accumunewsreels and propaganda films.
of interesting clips made by Britain's erstwhile
which a script has been enemies such as the Japanese, seen in next week's programme, celebrating their advance by sit-ting on their tanks, beaming and waving for the camera just like our own soldiers.

unnying offitiade, or so it seems to me baying watched the first three episodes and also those on Iran and Malaya.

These differences are presumably not unconnected with the fact that whereas the book of the series was, in the case of Television, written by a free disappeared, and no medium

executive producer of the Empire series, Brian Lapping. An admirably racy and readable book it is, too, which is remarkable since it is largely devoted to politics. The way in which television series of this sort can crystallise periods toolal grounders and series does. Like End of Empire, BBC2's Bleak House is made by an experienced executive producer with a good track record (Jonathan Powell, who started his career at Granada) and hoth productions are made in series or serial form. That aside they

could scarcely be more different.

Bleak House is fiction,

odapted from Dickens' book by

Arthur Hoperaft, and acted by a cast so rich in well known talent that the video-cassette will form a sort of pattern book for future historians seeking information about the leading information about the leading television performers of the 1980s; not only Denholm Elliott as a terribly decent John Jarndyce, but Robin Bailey as the choleric Dedlock (typecasting would have reversed this arrangement); not only Diana Rigg behind a fan as Lady Dedlock but Sylvia Coleridge as poor Miss Flite, driven harmy by the conniving lawyers of the court of Chancery; not only T.P.

court of Chancery; not only T.P.
McKenna as the wickedly
"innocent" spanger Skimpole
but Robert Urquhart as Jarndyce's other friend, Boythorn, This is in all respects a richly concentrated production. After 40 years of routine Dickens on

40 years of routine Dickens on television, then the triumphant RSC adaptation of Nicholas Nichleby with its convertible sets; some clear departure was needed and here we have it: super-realism, so powerful that, as with a post-Impressionist painting, the scrapulous authenticity becomes positively The landscapes look like

Constables, with mnddy country roads packed by carts and pedestrians as well as stagecoaches. The night interiors might bave been lift by de La Tour, no hint of elec-tricity marring the candlelight, and every street scena looks like a Gustave Doré steel en-graving. The horse dung and chefera posters speak of an age when even the rich could not entirely escape dirt; odd to think they were running the

think they were running the world's biggest empire.

Pedants will object that this is not "real" Dickens, and of course it is not. Yet Dickens' contempt for scheming lawyers, his mockery of the egotistical philanthropist Mrs Pardiggle, his fascination with the sheer ably not unconnected with the shoold he shown what was done diversity of human nature, is fact that whereas the book of the series was, in the case of Television, written by a free-lance journalist who had nothing to do with producing the programmes, the book "End of Empire" was written by the shoold he shown what was done diversity of human nature, is all here; and what matters the book still being on the shelf for future readers, not a word altered) is that this impact, or such thoroughness "End of Empire, Granada, for so many people as this fascination with the sheer diversity of human nature, is all here; and what matters the book still being on the shelf for future readers, and no medium the shelf for future readers, with such vividness, such is splendid television.

on, without charm, without grace.

The same straightforward dullness was then carried straightforward beads the textures of this of all dubious.

Dario Fo/Milan

Phoebe Tait

Actor, playwright, director, tualise his theatre graphically painter, designer. . . the talents before turning to the written and energy of Italy's Dario Fo seem endless. And in the new The exhibition is divided into exhibit Dario Fo: the Theatre of the Eye, just opened at Milan's Sagrato del Duomo Gallery, one is treated to a spectacular col-lection of 350 water colours, oil paintings, photographs, posters, lifesize papier mache which together illustrate the past 30 years of this controversial man's work.

The exhibition, which moves on to Munich next month and then to Britain, France Finland. pain, Denmark, Belgium and weden is striking because it reveals the workings of the flam-boyant imagination of the anthor of Accidental Death of on Anarchist and countless

Included in the exhibition are a number of paintings and designs for the author's most recent play — By Chance o Woman: Elizabeth — which is an irreverent though historically based look at two days in the life of Queen Elizabeth I.
The play opened in Italy only a
few weeks ago and is to move
to London several months from

Particularly interesting are an assortment of water colours drawn by Fo in London in 1983 and 1984, well before he began writing the play. These, like others in the exhibition, show that he had been sometimed to be a supplementation of the second of the just how he prefers to concep-

The exhibition is divided into four parts: there are sections containing videos of various televised performances; designs for stage cettings and costumes; watercolours and oils which in-clude some remarkable depicclude some remarkable depic-tions of stories by Boccacclo; and o selection of colourful pos-ters from productions in Japan, East Germany (where the Ber-liner Ensemble is still perform-ing Can't Pay, Won't Pay eight years after its debut), Britain Russia and other countries. Banned by the Italian outhers

Banned by the Italian outhorities repeatedly in the 1970s and refused a visa to the U.S. for his leftist politics, Fo is nothing if not controversial; but he is also one of Italy's most creative and prollfic contemporary ortists, having created produc-tions which range from the fringe to hio 1978 adaptation of Stravinsky's Histoire du Soldat at the Scala opera house.

His oil paintings, rarely seen by the public, include many works which seem curiously reminiscent of Fernard Leger. This is not surprising, as the 58-year-old Fo collaborated for a time with Leger in France. The Theatre of the Eye is o large and unusual tribute to an artist whose polemical Italian work has somehow found audiences the world over. Once you

King Priam/Covent Garden

Max Loppert



Le Pré aux clerics/John Lewis

Rodney Milnes

1832 vied with Lo Dame tion; the hit number—whether blanche as the most popular the heroing's coloratura show-example of the genre throughout the 19th century, and since that launches the second out the 19th century, and since that launches the second act or the soubrette's spicy then has similarly sunk virturondo in the third—is not disally without trace. The John dained, and the whole piece Lewis Partnership Music Society's revival on Monday in its fourth-floor theatre revealed a work of wholly irresistible charm and vivacity—qualities hardly in step with our dour times, I know, and so all the

The charm is by no means ohvious or easily achieved. The musical language is basically that of Auber and Boieldieuthe setting of dialogue within musical number is thus wonderfully skilful and fluid-but Hérold'a European travels mean that there is more than the odd dash of Weber and Rossini mixed in. Uneven phrase lengths sustain musical phrase lengths sustain musical Anglo-Saron bludgeon rather interest as surely as individuthan the Gallic rapier, and it is ally shaped melody and con-presented in a white-faced,

As originally announced, Mon-

day'a Philharmonia programme

in the Festival Hall had an in-

triguing symmetry. But Ravel's La Valse was replaced by Tom-

bean de Couperin and something of the peculiar obsessiveness was lost; what remained soon disappeared under Giuseppe

There is a case to be made

for treating Tambeau de Couperin as a study in the most

delicate orchestral textures; with playing of the quality which the Philharmonia wood-wind particularly produced, that

would have been eminently practicable. But it would have also required a tautness of

rhythm and care over phrasing which Sinopoli was evidently un-willing to allow, and so the per-formance ground remorselessly

Sinopoli'o direction.

Hérold's opéra-comique of sistently inventive instrumentagoes with a hrio to remind one how much Offenbach learned

from French popular opera while in the process of renew-The plot, drawn from Mérimée's Chronique du temps de Charles IX, deals with gently sentimental amorous intrigue and lowish comedy in the age of Catherine de Medici, all centred upon the eponymous pleasure garden. The new trans-lation by Jeremy Sams (tyrics) and Malcolm Hunter (dialogue) catches the spirit nicely with intricate, witty rhymes and dry one-liners: Mr Hunter's produc-tion is less sure, favouring the

Sinopoli/Festival Hall

through the rest of the even-ing. Hard to conceive of Skrya-

bin's Poem of Ecstasy without

sheer physical involvement but

here it was, predictably noisy at

the close, but otherwise shape-

less and content to survive from

moment to moment; instead of sensuous, all-embracing orches-

tral sound there was a nasty.

over-bright clangonr, as if some

one had turned the trebled con-

trol on their hi-fi to maximum

In Saint-Saens' third violin

concerto Salvatore Accardo pro-vided some welcome under-

stated musicianship, even if his involvement with the music in

hand was not entirely convinc-

a grotesque lack of tact and

and left it there.

work that may have been economical in intention but is tiresomely fussy in execution.

There is some excellent sing-ing, especially from Morag Mackay, sweet and nimble as the beroine, and from Margaret Perry, a starry and stylish soubrette. Una Buchanan's Marguerite de Navarre is so strongly voiced that her being made to guy the role seems all the more unfortunate. The characteristic high writing for tenor causes some problems, but the low comedy is safe in the hands of the society's stalwarts (Brian Kevis, as ever, as ineffahly fumy fop). James Robertson's wise, unflappable cooducting and the vigorous playing of the Cavendish Sinfonietta ensure that in the end musical values triumph over dubious staging. There are further performances tonight

works is simple perversity, without any musical point; in a

place which relies on sheer monumentality to make its effect, Sinopoli atomised it into

Brief and belated praise for the London Sinfouetta's staging

of Falla's Master Peter's Puppet

Show which was included in last

week'o " Beanfeast " series. The

puppets were conceived by Barry Smith on two levels: marvellously entertaining life-scale models for the singing

roles — luguhrious, spindly Quixote, obese Innkeeper, Pinocchio-like Boy — and shadow figures for the show itself, the whole thing most

satisfyingly integrated. Simon Rattle conducted a pungent

account; the singers, Elise Ross,

meaningless fragments.

Gallery seeks changes

BY WILLIAM PACKER

The National Gallery report inadequate.

As Lord Annan, chairman of the trustees, poioted out, the fish opening bid on the Northampton Mantegna, add last week for a tolal of £8.1m, was larger than the entire purchase grant for the National Gallery for this year.

Last year's grant, £3.3m, has recently been reduced by a nominal 164 per cent to £2.75m—but that deficieocy is doubled, in effect, by the value of the dollar against the pound. The National Gallery feels that a yearly grant of about \$5m would allow it to remain active as o purchaser in the market; and to argue its case; in particular circumstances, to acquire works Achilles is properly also of the private treaty was removed and something, altoward took its place.

Among the men, Robin Legarch's Paris stands out for prond certainty of stage manner and vocal style, II Kim Begley's Achilles is properly also of by private treaty rather than

staodards. They included "The Way To Calvary," hy Jacapo Bassano, shown in the Royal Academy's Venice exhibition last year, and bought privately from Lord Bradford. The gal-lery also obtained for the collection the portrait of Jacobus Blonw by Jacques-Louis David. Here, the Arts Minister, Lord Gowrie, among others, per-suaded the French government

to grant an export licence. The gallery also is asking Lord Gowrie to appoint a new committee to look of the whole matter of bequests and taxation, and " to consider what improvements and inducements might be devised to foster greater support of all kinds for museums and galleries so as to nrotect and enrich the nation's heritage."

The capital value of the works in the National Galtery can scarcely be calculated: each room must occount for sums running into eight figures. The

In celebration of Michael Tippelt's 80th birthday, the theotre for which all lour of his operas were written has not mounted a Tippett festival, or some other bold, imaginative way of demonstrating its special pride and joy. The Royal Opera pride and joy. The Royal Opera bas instead revived, for the first time since 1975, the second Tippett opera, King Priom, In ils original 1962 productioo. As seen on Mondoy, il has not worn well — Sean Kenny's sets, ooce the house's dernier cri in striking theatrical modernity, now look dated but unfortunately. look dated, but unfortunately not yet dated enough to have become agoin fashionable. In addition, the cyclorama was rumpled, the lighting messy: even someone who missed the recent, much-praised new-lack Priam by Kent Opera could be excused fits of passing impattence at Covent Garden's distinctly old-look one.

Yet ingratitude is out of place for there are strong features about the revival. The music is well played under Etgar Howath's firm, confident direction (and, praise be, he is the first Royal Opera conductor to insict on the original ecosion). Insist on the original scoring).
And it is very well, in some instances remarkably well, sung by an intereslingly chosen cast.
With on much in its favour, no Priom performance can be scorned; the brilliant revelation of a new kind of Tippett music-drama that this opera brought with it was on Monday incomwith it was on Monday incompletely recovered, yet in the first two acts it still seemed to take its place with unarguable assurance as one of the very few certain masterworks of our day. And even in the more problematic final oct, such an assurance was little tarnished.

The company is composed almost entirely of newcomers, only Elizabeth Bainbridge's sterling Nurse being recalled from earlier performances. But Felicity Palmer (making an absurdly belated house debut) was the Andromache of the published yesterdoy, makes Decca recording, so it is no clear that existing arrangements surprise that her authority, for acquisition which involve the Treasury directly are quite worst style are so superbly well method. mettled. Anne Howells gives to Helen a combination of erotic fascination and cool

intelligence entirely new to the role and vividly Illuminating of it (perhaps previous experience as Offenhach's Helen was of some assistancel) Hecuba is a less rewarding assignment, hut by Phyllis Cannan's delivery of her music with gleaming top notes, rich timbre and imperious flourishes expressively shaped -the rigidity of character was

Achilles is properly also of Paris stature, bis trimly athletic open sale.

In the three years covered by the report, 22 works bave been acquired, some of them of the highest quality by international van der Wolt (the new Barber Aller of the sale). Almaviva), finds for Hermes a wooderful air of freshness and unworldly radiance; for the first time in my experience of the work, indeed, I recognised in the messenger's Act 3 ode to music the daring rightness of the dramatic conception—one of those inexplicable, genuinely operatic inventions in which all Tippelt's stage works (even The Ice Break) ore so strong.

The Ice Break) ore so strong.
Of the entire cast, which also includes Alan Opie's Hector (a touch soft-grained and chubby) and John Gibbs's impeccable Old Mon, the single non-native English-speaker is the Swiss bass Alexander Malta, who comeo new to both the honse and the title role. To say his and the title role. To say bis words were not always cleor is an obvious point that must nevertheless be pressed, when generally the cast's verbal success rate was unusually high. But Malta commands a dignity of attitude and o flowing warmth of voice that served Priam increasingly well; it is collection attracts nearly 3m already a brave attempt at a visitors a year. But the Treasury has allowed a national grow to more than thot. As to ceiling of only £1m in llen of tax for the acquisition of capital works of art hy UK galleries. The prima increasingly well; it is already a brave attempt at a great part, and will no doubt the work itself: a simple, passionate, all-encompassing sainte must here suffice.

Arts Guide

Munic/Monday. Opera and Ballet/Tuesday. Thestre/Wednesday. Exhibitions/Thursday. A selective guide to all the Arts appears each Friday.

April 19-25

Theatre

NEW YORK

Cats (Winter Garden): Still a sellout,
Trevor Nunn's production of T. S.
Ellot's children's poetry set to trendy music is visually startling and
choreographically feline, but classic
only in the sense of a rather staid
and overhlown idea of theatricality.
(239 6262).

(239 6262).

End Street (Majestic): An immodest celebration of the heyday of Broadway in the '30s incorporates gems from the original film like Shuffle Off To Burghal with the appropriately brash and leggy hoofing by o large chorus line. (977 9020). Torch Song Trilogy (Helen Hayes):
Harvey Flarstein's ebullient and
touching story of a drag queen from
backstage to loneliness incorporates
all the wild histrionics in between,
down to the mnhoutation with his
doting Jewish mother. (944 9450).

doting Jewish mother. (344 9450).

Dresmeirls (Imperial): Michael Bennett's latest musical has now become a stalwart Broadway presence despite the forced effort to recreate the career of o 1960s female pop group, à la Supremes, without the quality of their music. (239 6200).

Brighton Beach Memoirs (Neil Simon): If he wasn't sure before, playwright Neil Simon can expect o long run of his funny as well as touching childhood retminiscences now that the Nederlander organisation has generously decided to name the theatre after the generation's outstanding box office draw.

(157 8846).

A Cherus Line (Shubert): The longest-running musical ever in America has not only supported Joseph Papp's Public Theater for eight years but also updated the musical genre with its backstage story in which the songs are used as audi-tions rather than emotions, (239 8200).

trange Interiude (Nederlander): Glends Jackson carries on an appre-ciated tradition of bringing Ameri-can classics to New York from Loccan classacs to New Iron Iron-don in this marathon production in which director Keith Hack wisely makes the esides an integral part of the conversation. Limited engage-ment ends May 5. (9218000).

The Real Thing (Plymouth): After 14 months in London, Tom Stoppard's latest giggle at the English intelligentsia, with a new-found attention to the heart that beats beneath the

to the heart that beats beneath the veneer, directed at a fast clip by Mike Nichols. (239 6200). Sunday in the Park with George (Booth): Inspired by the Seurat painting, Stephen Sondheim fashions a musical with dots and dashes of song that end too soon but work well with Tony Straiges's pretty set and James Lapine's book which changes gears in the second act. (239 6262).

Noises Off. (Brooks Atkinson): The closest Broadway gets to the British

closest Broadway gets to the British farce tradition is this import of Michael Frayn's firmny backstage view of all the slamming doors and drop-ping drawers. (2453430). La Cage aux Folles (Palace): With some tuneful Jerry Herman songs, Harvey Flerstein's adaptation of the French film manages, barely, to cap-ture the feel of the sweet and hilar-ious original between high-kicking TOKYO

Chorus Line: The Japanese version by the Shiki company, best-known for Cats, Japan's longest-running pro-duction (one year) and a sell-out. Nissei Gelcijo, near Imperial Hotel.

Kabuki (Kabuki-za): Kotobuki Soga no Taimen, Danjuro Musume, Kenuki, Kanjuncho (matinee); Ehon Taiknki, Kojo (formal name-taking ceremony), Sukeroku (evening). April sees the beginning of three months of ceremonies to mark o well-known Kabuki family member, Ebizo lehikawa, assume the name Danjuro XII, in unbroken line since the 17th XII, in unbroken line since the 17th century. The Kabuki world is run by big families, not unlike the system of long established circus families in of long-established circus families in Europe. In only the second accession this century, the Kabuki-za's gala programme will continue until the summer. Most of the big names in the Kabuki world will be on stage to land their congratulations and many of the days will be Ichikawa family specials. One of the favourites is Sukeroku in which Danjuro will play the lead, a dashing haro and champion of the lower classes in 18th century Tokyo. Excellent Enin 18th century Tokyo. Excellent English programme notes and ear-phone commentary. (541 3131).

Barefoot in the Park: The Japanese

ed by Yutaka Kohayashi. Long Run Theater, Shimokitazawa. (4140961). he Tooth of Crime, A translation of Sam Shepherd's musical directed by Sakumi Hagiwara, produced by Par-co/Engine Room. Stars Eiji Okuda. Seibu Theatre, Shibuya Parco Part 1, 9th floor. (477 5886).

LONDON

Noises Off (Savoy): The furniest play for years in London, now with an improved third act. Michael Blake-more's brilliant direction of back-stage shenanigans on tour with a third-rate large is 0 key factor.

Starlight Express (Apollo Victoria):
Andrew Lloyd Webber'o rollerskating folly has 10 minutes of Spielberg movie magic, an exciting first half and a dwindling reliance on indiscriminate rushing around. Disneyland, Star Wars and Cats are all influences. Pastiche score nods toinfluences. Pastiche score nods to-wards rock, country and hot gospel. No child is known to have asked for his money back. (834 8184).

ries of Bogart on film. In the second act he even acts o little, which proves rather more alarming a spectacle than when he is merely heaving himself around in a somnambulist daze. (734 1196).

The Government Inspector (Olivier): Striking but unfunny revival with under equipped TV comic Rik Mayall playing the poseur as a shricking nose-picker. Richard Eyre's production for the NT lacks either comic tension or true delirium but with On Your Toes (Palace): Rodgers and Hart's 1936 musical is a genuine tonic. American jazz dance collides with the Ballets Russes. Gems in-clude There's o Small Hotel, Glad to be Unhappy and the Balanchine bal-let for Slaughter on Tenth Avenue. (437 6834).

42nd Street (Drury Lane): No British equivalent has been found for New York o Jerry Orbach, but David Mer-

rick's tap-dancing extravaganza has been rapturously received. Ameri-can Clare Leach is a real find as cen Care Lench is a real find as
Peggy Sawyer, and Margaret
Courtenay has a field day (836 8108).
Me and My Girl (Adelphi): Sleek, efficient and enjoyable revival of Britaim's biggest war-time musical hit
with Robert Lindsay in the Lupino
Lanc mile emerging as the best new (928 2252).

(8388243).
The Caine Mutiny Court Martial (Queens): Chariton Heston walks carefully on and off in Herman Would's famous courtroom thriller

without disturbing too many memo-ries of Bogart on film. In the second

tension or true delirium but, with John Gunter's imposing design of

Barnum (Victoria Palace): Michael Crawford returns to London with his breathtaking performance as the circus impresario, adding one or two new tricks in a likeable mer-ingue of a musical. (8341317, 8284735). with Robert Lindsay in the Lapino Lane role emerging as the best new anusical star since Michael Crawford (336 7811).

Other Places (Duchess): Colin Blakely and Dorothy Tutin in o reassembled trilogy of Pinter plays: A Kind of Alaska in which o victim of sleeping sickness awakes after 29 years; Victoria Station, a funny throw-back to Pinter's early revue sketches; and last year's One for the Road, a chilling piece of intimidatory police state confrontation with first Pinteresque intimations of political despair. (838 8243).

8284735).
Jumpers (Aldwych): Confident almost sober revival of Tom Stoppard's glittering comedy of love, murder and linguistic maybern among the logical positivists, with Paul Eddington o more earth bound George Moore II than was Michael Hordern, Felicity Kendal delightful as his retired musical comedy wife. Peter Wood directs. (836494, 379623).

Richard III (Barbican): Last year's Stratford III (ISBNESCE): Last year's Stratford-upon-Avon production with Antony Sher demonically excit-ing as Richard in the RSC revival by Bill Alexander. Plays in repertory with Roger Rees as Hamlet and Kenneth Branagh as Henry V. All worth seeing. (628 8795, 536 8891).

NETHERLANDS

rdam. The American Repertory Theetre (Kerkstraat 4). Plaf by Pam Gems, directed by Raphael Bran-dow. (All week except Mon and

esterdam, De Stalhouderij (Eerste Bloemdwarsstreat 4). The English-Speaking Theatre of Amsterdam

Saleroom/Annalena McAfee sort of monumental starkness as well as nightmarish tedium. New translation by Adrian Mitchell. Armour fetches £5,500

Peter Finer; while a privata buyer paid £5,400 for a full Vic-torian suit of armour in the style of the 16th century. An early 17th century Sonth German hunting sword with a decorated blade was sold for £2.640 to a private buyer; and the American dealer Condon bonght an Imperial German helmet (lata 191h to early 20th century), surmounted by a crowned eagle, for £1,540. A late 18th century cavalry officer's sword, believed to be French, fetched £1,430 from ibe dealer Spencer.

A total of £83,418 was realised at Solheby's morning sale with immediate effect. He is of watercolours in Pulborough yesterday. Only 2.7 per cent with the orebestra to be held in of the lots were left unsold. English Cathedrals next season.

A suit of armour dated 1640
was sold for £5,500 at Sotheby's
yesterday. The cuirassier's
armour, threequarter length
with helmet and visor, was
bought by the London dealer
Peter Dale in a morning sale of
orms, armour and militaria. A
total of £79,420 was made, with
15.32 per cent bought in.

An unusual 19th century firlng mechanism in a pyramid
shaped wooden case, estimaled
at £1,200 to £1,800, was bought
for £5,170 by the London dealer
Peter Finer; while a privata

"Deer In a park " hy Robert
Hills, dated 1815, was sold for
£2,570 to Agnew's. A private
huyer paid £2,530 for Sir Alfred
Munning's sludy " Near Haddiscowe, Norfolk, dated 1902, and
estimated at £800 to £1,400. A
pair of still life palntings by
William B. Hough, " Dog roses
and birds nest " and " Grape
and peach," tetched £2,310. The
buyer was the London dealer
Solomons.

Breaking the Silence'

'Breaking the Silence' for the Mermaid

The Royal Shakespeare Company's production of Stephen Poliakoff's new play Breaking the Silence is to move to the Mermaid Theatre (previewing from May 16) following its successful seaton at The Bit in the cessful season at The Pit in the Barblcan.

Alan Howard and Jenny Agutter will join the cast,

New artistic director Nicholas Kraemer has been appointed artistic director of the London Bach Orchestra,

C. C. C.

5

ury unt will

~ 30

BRACKEN HOUSE, CANNON STREET, LONDON EC4P 4BY Telegrams: Finantimo, London PS4. Telex: 8954871 Telephone: 01-248 8000

Wednesday April 24 1985

Europe's gap in technology

A FAMILIAR THEME in European industrial policy has been the fear of U.S. and, more recently, Japanese domination in high-technology industries. The Practy is that Europe will be caught in a pincer movement between the Japanese on one side using their remarkable strength in consumer products to attack other sectors of the electronics industry, end the Americans on the other, feeding nff buge Defence Department expenditure to develop advanced technology for civilian markets. President Reagan's Strategic Defence Initiative will give U.S. industry, it is thought, an even higger advantage, threatening to consign Europe to the status of sub-contractor or licensee. It is this spectre which lies behind the French Government's proposals for a European

Research Co-ordination Agency, nicknamed Eureka, which has been discussed with other Euro-pean governments in Bonn this week. Are these worries justified and is the French plan an There has long heen con-

troversy over the extent of civilien spin-off from U.S. defence expenditure. Some believe the build-up of spending an high-technology products and systems under President Reagan has diverted scarce resources away from commercial applications into esoteric military work. Others, including some European competitors, see the more recent Defence Department research programmes, par-ticularly in edvanced semiconductors and computers, as part of e conscious effort to wrest technological leadershin back from the Japanese. The ostensible objectives may be military, but the practical results in civilian markets will be far-reaching.

Civilian outlets

While it would no doubt be more cost-effective to support civilian technology directly rather than through the defence budget-if that is the nbjective —it is certainly true that some U.S. high-technology companies derive considerable benefit from develop civilian outlets.

easily be replicated in Europe because there is no European Defence Department; attempts Defence Department; attempts to unity the European military market have often been bampered by national rivalries, as the bickering over the proposed new fighter aircraft shows. Moreover, the problem with the Eureka proposal, as with the EEC's Esprit programme, is that while they may usefully encourage the habit of collaboration among European companies, they are confined for companies, they are confined for the most part to pre-competitive research, which is not where Europe'a weakness lies. It is in the development and commer cialisation of saleable products where economies of scale are vital and where Europe con-tinues in suffer from e fragmentation of effort.

In contrast to industries such as trucks or domestic appliances where companies like Daimler-Benz and Electrolux are able to operate efficiently on a European scale, most non-consumer electronics sectors, including those related to defence, still tend to be organised on e national basis, with the result that few of the companies are internationally competitive. This is one of the reasons why European high-technology companies ere so keen to establish themselves in the U.S. However, access to the U.S. defence market is not easy for foreigners; it is unlikely thet the invitation to European companies to participate in research on the SDI programme will alter America's protectiva attitude to its own defence

Parallel efforts

Public procurement Europe, both militery and civilian, can and should play a useful role in promoting economies of scale, but only if the procurement is nrganised on e European basis and if governments are prepared to see the emergence of two or three suppliers of a product rather than the present eight or nine; the habit of protecting national

champions bas to be broken. derive considerable benefit from the existence of the Defence Department as a large customer for their most advanced equipment. It is not so much the sponsorship of research which is important as the procurement of components and machinery on a sufficient scale to give the supplier a base on which to develop civilian outlets.

Champions das in de druken.

Europe is not short of closes that the structure of national but the structure of national but the structure of national markets makes it difficult for this resource to be used to the fullest advantage. More investing the form of the market in collaborative research will not produce the desired come, are made to unify the market. are made to unify the market.

the City

Since then, the Government has produced its detailed White Paper, and has begun to put together two boards. Sir Kenneth Berrill has been appointed chairman of the Securities and has been applied to the securities and the securities are securities and the securities and the securities are securities are securities are securities and the securities are securities Investments Board, and has been given the urgent task of setting up an organising committee. This has not yet been selected, but 10-members have been chosen for the parallel Marketing of izvestments Organising Committee under the cheirmanship of Mr Mark Wein-

Tha final character of tha regulatory structure has yet to become clear. There is no argument about the basic need for a balance between statutory regulation and self-regulation—the type of formule that is followed even by the Securities and Exchange Commission in the U.S. Bot in practica much will depend on where the bal-ance is eventually struck.

At this stage, however, MPs At this stage, however, may still have misgivings. Sir Kenneth did not make an to expect, at an early date, some further guidelines from Sir further guidelines from Sir Renneth did not make an encouraging start by suggesting that be was more interested in promoting tha City of London as an international financial centre than in policing the markets, implying that the cart might be getting in front of the horse. Secondly, there has heen an unnecessary and still unresolved dispute over whether there should be one agency or two—an argument whether there should be one agency or two—an argument which derives from the split of responsibility for investor protection between the Department of Trade and Industry and tha Bank of England. This does not agent well for the future. not augur well for the future. The danger is that momentum develo

There must be no suggestion interested in protecting the institutions of the City than in

Key elements

Inevitably, today's debate will take place in something of a vacuum. Decisions have yet to be taken on the membership of tha SIB, its structure, and the depth and quality of its team of executives. There is much nervousness in official quarters about its budget, and bow that will be financed.

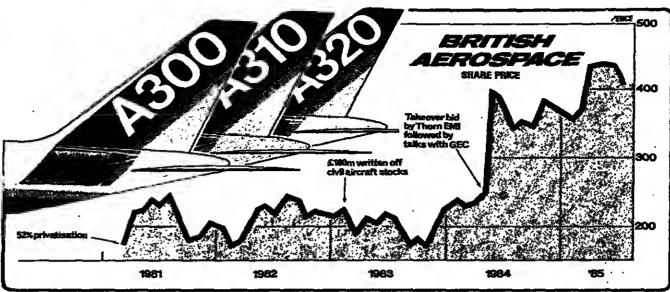
further guidelines from Sir Kenneth, now he is emarging from the self-imposed two months of silence following his appointment. The announcement of the full membership of his organising committee might provide a suitable occasion for such clarification.

But it is a curious feature of the new investor protection

BRITISH AEROSPACE AND AIRBUS

The great unknown quantity

By Duncan Campbell-Smith



profits or losses between the consortium and its owners is so wbolly discretionary as to leave AI's books virtually meaningless if viewed in isolation from £82m. BAe clearly envisages a busy capital spending agenda-and the Toulouse-based AI is the Airbus accounts kept by the owners — which means no figures are produced at all. They exist, but neither AI nor the owners will disclose them hangar in Toulouse—is the A-320 Airbus. This alone, an innovetive wide-bodied aircraft for sbort-hanl routes which is due to fly in 1987, could call on BAe for £390m, to go by the group's own public estimates.

This compares with a total capital expenditure for the five yeers in December of £323.8m
—covering all BAe's ectivities.

publicly.

But if the figures were available, bow would the sale revenues on Al's aircraft compare with the aggregate costs, wherever recorded, of making

The first Airbus programme was for 400 A-300s, with break-even expected when about 300

A great deal hangs on the A-320 project

had been sold. In date, 251 have been sold; but there is little or no prospect of profit-ability — the production schedule is now down sharply and the break-even point has climbed as A-300s have been sold ever cheaper during the searing industry recession of

have been taken for much tha same reason on sales of the second, A-310 Airbus. Out of a 300 production schedule, pro-bably 200 would mark break-even and 115 have been sold so A great deal, in other words,

hangs on the A-320. Best esti-mates are that 400 of its 600 from the anticipated demand for three headings:

MAI's present finances, "Airbus is a mailbox, as far as money is market out there." says Mr concerned," says M Plerre Pailleret, Al's hurly and charismatic sales director. "The market wa are matic sales director. In other words, the flow of cash and lions of dollars."

Wide-bodied aircraft in the certainly achieved at its Chester BAe's own sophisticated wings factory—and prays, too, analysis posed a wide range of for foreign exchange fluctua-assumptions. But the central tions which together have ensured wide margins in the past. likely projected a return of These are secret even within just 2-3 per cent. The Treasury the consortium.

• Al and its parents. Tha French banks of Toulouse are kept busy edministering four current accounts which AI maintains for its four parents:
BAe, Aerospatiale of France,
Germany's Messerschmidt Bolkow-Blohm and CASA of Spain.
Al broadly draws down on thees eccounts as and when it needs cash, in relation to prior agreements and the proportions of the parents' stakes,

As for the disposal of its re vennes, AI last year apent about 30 per cent of its turnover on payment of third party supers - most notably for Airbus engines — and on settling its own operating expenses, which are running at about 2-3 per ceot of sales. The remaining 70 per cent of turnover was passed back into the parents' accounts in three ways. accounts in three ways.

panies. How much of a turn separately. Footnote No 17 to the parents can make is e sentitude matter. More than the balance sheet make the service of the service of the balance sheet make the service of the service sitive matter. More than 50 an aggregate item of £278.6m to UK suppliers including Dowty, Plessey and Lucas new ways.

Second, Al pays for the finished work delivered by each parent to Toulouse; BAe is broadly responsible for the hroadly responsible for the sarebolders' funds in the wings of the Alrbux family, group of £918.6m.

Fixed price dollar cootracts for the A-300 and A-310 were revised in the so-called Bordeaux Agreement last year but terms is that the vendor should know the A-300 (holuding the

contracts. In practice, every accounts to assess BAe's appliefficiencies — which BAe has certainly achieved at its Chester

And third, levies are repayable by AI ont of its sales protreeds to reimburse tha parents
for their capitalised development costs. Last year, about 60
per cent of turnover went on
component costs, leaving—after
the direct costs—about 10 per

One dey, Al hopes to add net group profit as a crucial fourth source of income for the parents' current accounts. To date, though, the various transfers in and out of the accounts—which are cleared every 10 days—have undoubtedly left each parent with e net accumulated loss, which all four have tucked away on their respective balance sheets. balance sheets. BAe's accounts give littla

ciue of all this activity. Neither First, Al buys parts from the money paid to Al nor receipts parents which they have them collected for parts, contract selves bought from other com- work and levies are shown UK suppliers including Dowry, Plessey and Lucas now provide almost 20 per cent of the planned equipment for the A-320 cand half of this is specified and cootracted oot by BAe directly.

an aggregate item of £278.6m to include both the running net loss on BAe's current account with AI and BAe's share of AI's carried stocks. The Airbus also accounts for a big part of cootracted oot by BAe directly. the two items taken together at least indicate the size of BAe's commitment and compare with sharebolders' funds in

for the A-320 (including the so much more than the market price of its wings) have yet to be finalised.

so much more than the market about the package on offer. Whitehall economists and so much more than the market planned production would just see the A-320 through to profit gin is included in these supply of two years scrutinising Al's ability, but its advocates believe it could then would then the supply contracts. In practice, award accountants spent the best part of two years scrutinising Al's contracts.

ments on money lent by the Broader strategic considerations parents.

One dey, AI hopes to add net Government and the Treasury group profit as a crucial fourth was over-ruled.

Strategic though, will not be of much concern to shareholdars in BAe. How confident can they be that BAe sees AI as a commercial investment—and how much is

Predictable broadsides from Boeing

BAe itself protected against UK and wider, European strategic considerations being foisted expensively on the Toulouse business in the future?

There is little doubt BAs does genuinely see its AI stake as a long term money spinner. The group's management has been touring the country in recent weeks, treating investment fund managers to, among other things, a lavish assortment of charts and grants plotting the arithmetic of profitable aircraft manufacturing.

Nor has the group been in the least dismayed by predictable broadsides from Boeing, challenging AI's estimates of the market for Airbus. "In effect, the Americans are just trying in this to say we in Europe can't fight looming our way back into the world air-craft market." save Mr Bob

only private sector member of the AI consortium—albeit e company with some unusuel strengths. Thanks to the £250m aid finally signed up on March 20, for example, it will be able to call on public sector money (et an undisclosed borrowing cost) for all its share in the anticipated costs of the A-320 for the next couple of years. for the next couple of years.

for the next couple of years.

In the City, too, BAa is still being given the benefit of the doubt as far as Airbus is concerned. In part, the broking community seems happy to remain egnostic ebout AI's prospects: they seem unlikely to hit BAe's pre-tax line in the nearterm; BAe's ahares on a prospective price/earnings mulitiple around 7x already reflect the uncertainty; and the Airbus item is far from the only mystery ingredient in BAe's accounts as far as most brokers are concerned. But there is also a broad confidence in the group's present top management. present top management, evident again in the generally warm reception accorded the build-up to next month's share

Neither taxpayers' help nor City support, bowever, will provide BAe with anything like provide BAe with anything like adequate protection in the event of a chronically uncommercial operation in Toulouse. Inevitably, the UK parent must rely on its own influence over the consortium to ensure its genuine, if long-term, profitability.

BAe already has e reputation with the other partners for a rather mercenary nutlook. "We have an excellent co-operating relationship," says M Henri Martre, chairman and chief executiva of Aerospatiale; but M Pierre Cherrier, his group'a comptroller general, is quick to add that neonle from BAe add that people from BAe "have always been very pro-fesisonal and extremely com-mercially minded."

This impression could soon This impression could soon be heavily reinforced. From 1979 to 1984, BAe was conscious of its status as a Johnny-Come-Lately at AI—having joined only in 1979, ten years after AJ's launch—and mly gradually asserted itself. After securing structure in 1982, though, it succeeded within two years in reining in an operation geared largely to the hard selling of aircraft. Since the departure of M Bernard Lathiere as chairman and the recent appointment of new top management, BAe has felt more confident that AI shares its own business philo-

BAe would now like to see AI regaining some of its former autonomy, this time combined with a more powerful financial control from the head office in Tonlouse, Indeed, key changes in this direction are already

But so, too, is a decision over McKinlay, head of BAe's Finum operation and a persuasive the A-320's commercial future advocate of the A-320. "But is anywhere near assured. The that's ludicrous. They are just trying to preserva their deminant position."

The deminant position being a cuckoo in the Airbus BAe will be labouring though, being a cuckoo in the Airbus to overturn this position as the nest.

Westminster and

TODAY the House of Commons debates the White Paper on financial services, returning to the subject of investmr protection which MPs previously considered last July. At that time, backbench Conservative members with City connections are aware of what will be expected of them. Alreedy, a fierce debate is opening within the Stock Exchange community. embarrassed the Government by calling vociferously for the creation of a tough atautory body—apparently clashing with the official preference for less aggressive agencies delegating most of their responsibilities to subsidiary self-regulatory bodies.

There must be accommunity over the question of disclosures to clients under the planned new system of dual capacity trading. That debate will be affected by the Stock Exchange community over the question of disclosures to clients under the planned new system of dual capacity. embarrassed the Government by the Stock Exchange community

protecting their clients.

Presumably such details will Presumably such details will remain obscure for some time to come. But at least Mr Norman Teboit, Secretary of State at the Department of Trade and Industry, who carries the main responsibility for investor protection, should give soma indications in today's dehate of his requirements. It will not be enough to say he is leaving it all to the City to eaving it all to the City to

tha new investor protection structure that its key elements are being formulated well in advance of the passage of the enabling legislation. For that reason, a healthy debate in Parliament could have an immediate influence on the development of the new framework.

Wall Street to Washington

John Whitehead, named for the number two job et the U.S.
State Department, represents
one half of the most successful
Wall Street team of the last

LYING will commence at 11.30 am, says the invitation from British Aerospace to a grand display and exhibition of its wares today, which should mark the final run-up to the massive sale of shares in the group planned a few weeks from now.

few weeks from now.

The display will begin with a fly-past by an A-310 Airbus: a product of the Airbus Industrie (AI) consortium in which BAe holds a 20 per cent stake—and e symbol, too, of BAe's commitment to the Airbus bid against Boeing Company of Seatile for e future sbare of the world's civil aircraft market.

Investors will be asked next

month to spend perhaps up to £400m buying out the Govern-ment's remaining 48 per cent

stake in BAe, thus completing the privatisation of the group begun in 1981. A simultaneous

right issue could put es much as £200m directly into the

Yet 'the group's current balance sheet already boasts a

net cash surplus over debt of

just as clearly a key item on

AI's next big project—which, as it bappens, will occupy Concorde's old assembly

nangar in Toulouse—is the

—covering all BAe's ectivities, from military aircraft and guided missiles to electronic

defence systems, satellites and

Given the scale of the Airbus

investment, it is perheps sur-prising that the City still eppears to have only the baziest understanding of what

its AI participation could mean

for BAe's future cash needs and

But the lack of information is

glaring. Al itself gives the

stockbrokers little or nn help

at all. BAe points to the danger

of leaking useful information in Boeing. The Department of Trade and Industry declined to discuss Airbus for this feature.

Neither the 1981 privatisation

prospectus nor the preliminary document for next month dis-

closes more than the vaguest

lead broker in the rights issue

does suggest the group might make £25m a year out of AI after 1988 — but like the rest of the City, it has no idea of AI's losses, past and still to

Al can be summarised under

three headings:

profitability.

coffers of BAe Itself.

the list.

Until his retirement e few months ago, Whitehead was co-chairman of Goldman Sachs, the bluest of the blue chip New York investment banks, working York investment banks, working in tandem with John Weinberg. The two men made this improbable style of lesdership work exceptionally well. Whereas other leading Wall Street houses, notably Salomon Brothers and Lehman Kuhn Loeb, suffered hig upsets because of dual power-sharing at the top, Goldman has forged ahead since 1976 under the Whiteheed - Weinberg regime without any visible evidence of

without any visible evidence of Goldman is the firm other Wall Street bouses tend to admire most — and it has managed to maintain its private partnership structure against the odds. Most pundits believe hat partnerships canot survive because of the escalating need for capital in investment banking.

Whitehead and Weinberg bow



"A few more tit for tat

Men and Matters

head has been a prominent Wall Street fund raiser for the Republicans, while his co-chair-man has been equally flercely devoted to the cause of the Democrats.

Shopping trip

Visiting Yorkshire the other day. Sir Terence Beckett, director general of the Confederation of British Industry. was beard using harsh words like "rotten" and "appalling" about Britain's roed system. He had suffered a difficult drive from London to Harrogate, bedevilled by heavy traffic and roadworks.

but his troubles started even before he had left greater London. The CBI car got lost et the bottom of the M1, and Sk Terence found himself touring aimlessly through the Brent Cross shorning centre. Cross shopping centre.

Street wise

Old retailers, it seems, prefer not to stray far from the High Street Street.
In 1980 David Hyman's
Henderson - Kenton furniture
chain of 80 stores was swallowed up by the acquisitive
Harris Queensway in e \$14m Now Hyman, at 64, is back as

executive chairman of Clay-form Properties, a property developer specialising in retail schemes, which is being floated on the USM

developer specialising in retail schemes, which is being floated on the USM.

Hyman helped set up Clayform in 1981 with colleagues expert in property development. He says modestly, "If I had known before everything that I've learned at Clayform Henderson-Kenton would have been three times bigger. "We've got a very good team here."

He concentrates on picking out likely retail development grant of the property development and training as a geologist before cutting his first oil deal 28 years ago.

Among those who have already talked to Slawson Oil are Britoil and Enterprise Oil, two

managed this relationship, too, sites for the group. But ha also despite deep political bas the opportunity to make differences. For years, Whitehead has been a prominent Wall street fund raiser for the One of Clayform's deals has

brought into the group three department stores in Leeds, Skipton, and Harrogate. The Leeds store is to be redeveloped and the other two atores are likely to be sold. But for the moment Hyman says the three sbops are all doing nicely, thank you.

Strike a bargain

Donald C. Slawson, the American who this week amounced e joint venture with RTZ, describes himself in his letterheads as an "oil producer."

With that and a headquarters in Wichits, Kanses, he in-evitably conjures up images of 10-gallon bats and crocodile-skin boots. But like another now famous oil man, T. Boone Pickens, Slawson apparently goes in for sober suits and talks more like a banker than a wild-

A number of British independent oil companies, I gather bave made the pilgrimage to Wichita in recent months, lured by tales that Slawson and his companies can offer that clusive prize - reliable, profit making edvice on U.S. oll and gas

catter. He also shares Picksns

properties.

According to one of those visitors, Siewson is successful because he is choosy. It is said that out of 800 deals investigated in recent months, he signed up for only seven. "I'm

cash-rich bargain hunters, RTZ, which is not short of funds either, is hoping for some Slaw-son magic in its U.S. oil and gas business, which has so far struck nothing but losses.

Russian ride

Since the days of Russia's President Brezhnev and his well-known penchant for luxury cars—he bad a big collection of the ritziest Western models—the East-West trade in top class cars has not attracted much publicity.
Now some captains of Finnish

industry are putting the usual flow of business into reverse. They are ordering Tshaikas—the big Russian limousines—to im-

big Russian limousines—to impress visiting Soviet business partners, and their Western Iriends as well.

Among the buyers are Kari Kairamo, of the electronics company Nokia, and Tankmar Horn of shipbuilders Wartsila.

The Tshaika is a big car—always painted hlack—which is usually seen speeding along the always painted mack—which is usually seen speeding along the special VIP traffic lanes in Mos-cow with curtained windows to shiald tha occupant from the

proletariat.
It has a 5.5-litre V8 engine that gives it 110 miles per hour, and it weighs a mighty 3,100 kilos compared with just over 2,000 kilos for the Mercedes Benz 500 series.

I bear that the Finnish industrialists bopes to get their cars from Moscow by May Day.

Sick truth

Staff et a hospital near Man Staff et a hospital near Man-chester are still recovering from the shock of discovering tha novel mathod devised by e patient to breach a wall of secrecy be encountered when seeking information about his own illness.

It came to light when an official repursed off an informa-

official rounded off an informa-tive response to an apparently routine telephone inquiry about the progress of e-patient.

Ha asked whether the inquirer was e relative.

He was told. "No. I'm the patient. They tell you nothing in here."

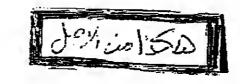
IS YOUR 51 **COMPANY UNDER** A MICROSCOPE?

The answer is probably YES, because EXTEL offers company information to any organisation which needs to keep an eye on its competition. The EXTEL CARD SERVICES are a . compact source of company information which include both background information and up-to-date news on many thousands of companies in the United Kingdom and overseas. EXTEL can offer you a Card Service designed for your particular needs.

To learn how we can help you to keep an eye on your competitors, complete and send the coupon below to our Preepost address.



37-45 Paul Street, London & Arthur House, Chorton Stre							Exit
Extel is the registered trade man	kof The End	mge Tel	graph C	Cuspany !	Limited	in the UP	
To: Extel Statistical Servi	ices Ltd. F	menos	Look	m Fr			-
Please send me details o	your Ca	d Servi	290	ui BC	32 0		
Name				•			
Position					•		
Position		•				·	



THE SUMMIT meeting in Bonn this year should be a turning point in the main economic debate between the U.S. and Europe and in the prospects for European economic recovery and employment. After the European leaders have had a chance to repeat their now familiar justified criticism of the American budget deficit and the Americans have replied with their critique of the status with their critique of the status quo in Europe, the participants can move on to a more realistic assessment of the present favourable outlook for correcting America's fiscal imbalance and to the very positiva implications of this for the economies of Western Europe.

The fact that makes this year's summit different from the summits of London, Williamsburg and earlier years is that it is now likely that the American budget deficit is about to be brought under control. to be brought under control.
President Reagan will be eble
to tell his summit partners that
he has recently reached a deficit-slashing egreement with the Senate Republican leader-ship and that he is working very hard for its passage. If very hard for its passage. If these spending cuts are enacted, the budget deficit will shrink from the currently projected 5-plus per cent of GNP to only 2 per cent of GNP by 1988. Although Congress will not enact this legislation without first making changes, it is likely that legislation will pass by the end of the summer that puts the deficit on a sharply declining path. By 1988, when the enacted spending cuts are fully phased in, these spending cuts will put the deficit more than \$100bm below the currently projected level and therefore projected level and therefore down to about 3 per cent or 3.5 per cent of GNP.

What President Reagan will what Freshdent Reagan will not say is that an increase in tax revenus will also be needed to bring the 1988 deficit down to 2 per cent of GNP and to put the budget on a path to balance by early in the next decade. But the European summit team resembly expect that mit team reasonably expect that the major tax reform that the President is actively sponsoring will provide the basis for an increase in tax revenue.

only for the U.S. but for Europe as well. Within the U.S., the as well. Within the U.S. the reduced deficit will mean lower real interest rates and a sub-stantial rise in the funds avail-able for investment in plant and equipment and in bousing. The lower real interest rata will reduce the attractiveness of American securities to foreigners and cause the dollar to decline further relative to other major currencies. These changes will have three impor-Western Europe.

reduce the price advantage of

The Bonn summit

Why U.S. budget deficits are the key for Europe

By Martin Feldstein



President Reagan: deficit-slashing agreement

with American products in the U.S., in Europe and elsewhere. European firms will see their exports decline and the pressure for imports increase. Since increased exports have been an important source of demand in the current European recovery, the direct effacts of this reduction in exports and increase in imports will be to reduce economic activity in Europe. This slowdown in the demand for European products will be reinforced if the reduction of the American budget deficit causes a temporary slowdown or declina in tha American economy in 1986.

Second, the fall in the real interest rates on American medium-term and long-term securities will be mirrored eutomatically by a decline of the american interest rates and interest exposed interest.

eutomatically by a decline of the corresponding real interest rstes in Europe. As the flow of interest-sensitive capital to the United States ahates, the demand for European securi-The declining budget deficit ties will increase, raising tha will have important effects not price of European bonds and thereby depressing the interest rates. The reduction of the capital outflow from Europa will mean more European investment, thereby raising labour productivity and narrow ing the gap between produc-tivity and wages that has been the primary source of rising unemployment since the early

German mark and other Euro- ing. Between 1970 and 1980, real

pean currencies relative to the dollar, has put upward pressure on prices in those countries. To prevent that pressure from initiating 2 new round of domestic inflation, the Euro-pean governments have been forced to pursue tighter monetary and fiscal policies than they would otherwise have chosen. These tighter monetary end fiscal policies have prevented stronger recoveries and have contributed to the rising rate of unemployment that now plagues ell the major European nations. In the future, the nations. In the riture, the declining dollar and the rising value of the European currencies will put downward pressure on domestic prices in Europe. This more favourable environment will provide the opportunity for European governments to pursue more expansionary policles without raising existing inflation rates.

Let me be very clear about what I am saying about the link between the American fiscal situation of the past several years, the resulting rise in the dollar and the increasing level of unemployment in Europe. I am certainly not saying that all of Europe's current abnormally high unemployment can he attributed to the U.S. fiscal tivity and wages that has been the primary source of rising tunemployment since the early 1970s.

Third, and perhaps most significantly, the fall in the dollar will permit the European central banks to pursue more expansionary monetary policies, During the past five years, the falling values of the pound, the German mark and other European attributed to the U.S. fiscal situation. There is no doubt that underpose in the use in productivity and forced employers to reduce employment in order to raise productivity to the imposed real wage levels. The contrast between the U.S., and European forced employers to reduce the productivity to the imposed real wages in the 1970s outstripped the natural increase in productivity and forced employers to reduce the productivity to the imposed real wages in the 1970s outstripped the natural increase in productivity and forced employers to reduce the productivity to the imposed real wages in the 1970s outstripped the natural increase in productivity and forced employers to reduce the productivity and forced employers to reduce the productivity to the imposed real wages in the 1970s outstripped the natural increase in productivity to the imposed real wages in the 1970s outstripped the natural increase in productivity to the imposed real wages in the 1970s outstripped the natural increase in productivity and forced employers to reduce the productivity to the imposed real wages in the 1970s outstripped the natural increase in productivity to the imposed real wages in the 1970s outstripped the natural increase in productivity to the imposed real wages in the 1970s outstripped the natural increase in productivity and forced employment in order to raise productivity to the imposed real wages in the 1970s outstripped the natural increase in productivity and forced employment in order to raise productivity to the imposed real wages in the 1970s outstripped the natural increase in productivity and forced employment in order to raise productivity to the imposed real wages in the 1970s out

unemployment more and infla-tion less. earnings per bour actually declined in the United States while employment rose more than 25 per cent. But in Europe

The likelihood of a significant decline in external demand during the next two years provides a further reason for the European governments to pursue more expansionary policies. Targeted tax incentives aimed at raising the rate of investment would not only help to main. during the same decade, real wages continued to rise at a substantial rate. The unem-ployment caused by the excessive real wege was exacerbated by the rigidities of the Eurowould not only help to main-tain and expand aggregate demand but would also contri-bute to achieving the increases in labour productivity that can raise demand for the labour that pean labour markets. Although excessive real wages end basic labour market rigidities raised the European unemployment rates in tha 1970s, the rising U.S. dollar since 1980 has led to higher European unemployment because it has induced European governments to pursue contractionary policies designed to is currently unemployed because wage levels exceed the potential productivity of the unemployed workers. tractionary policies designed to offset the inflationary effects of

Tha Bonn summit will provide an opportunity for the European leaders to congratu-late President Reagan on the offset the inflationary effects of their falling currencies. Because the rigidities of tha European labour markets reduce the responsiveness of inflation to the rate of unem-ployment, it has taken a substantial rise in unemploylate President Reagan on the progress that he appears to be making toward reducing future budget deficits. They will no doubt want to emphasise the worldwide importance of actually achieving major deficit reduction legislation this year and therefore to encourage him to make the compromises that to make the compromises that will be needed to get such legislation through Congress in the months ahead. With the expectation that American budget deficits will declina and that tha dollar will fall substantially further, the European leaders can also use the summit to resolve that they will pursue to resolve that they will pursue the kinds of monetary and tax incentive policies that will raise

less inflation in Europe and therefore a more real growth of output and employment at any rate of expansion of nominal GDP. The European governments and their central banks may simply accept these more favourable consequences of maintaining the existing growth rates of their monetary aggregates. Alternatively, they could take advantage of the reduced inflationary pressure to raise infiationary pressure to raise the rate of money growth tem-porarily, thereby reducing

ment in the years ahead.

ontput and reduce unemploy

Traditional industries

The case for operating across frontiers

By Ian Rodger

group, has consolidated that

increasingly for sewage as well. Turnover worldwide is around \$1.7bn a year, with the main markets in the U.S., Jepan and

Europe accounting for 70 per cent of annual world consumption of 3.4m tonnes.

However, these markets are

mature, end captive to national producers. Of more interest are the markets in the develop-

ing countries which spend beevily on infrastructure — when they can afford it. Enro-

Iron pipemaking is

international industry

pean, U.S. and Japanese producers compete for these markets but in recent years it has turned into brutal, head-to-head hottless. Bent a Moureau

battle between Pont-a-Mousson

Knbota operates from a dominant position in its national

Pont-a-Mousson.
However, through its acquisi-

tions in West Germany and

Brazil dating from before World War Two plus its more recent

moves in Spain, Italy and Britain, it now has a dominant position in tha European market, which consumes nearly

which ronsumes

and Kubote of Japan.

already an

MATURE HEAVY industries European market. appear to have little to recommend them these days. Profits in most cases ere poor, capacity is usually excessive and the state-owned Saint-Gohaln build-future seems to offer little but ing materials and engineering that the convenience of the state-owned saint-Gohaln build-future seems to offer little but

dancies.

But on the old silver lining in Italy and Spain and, last principle, it is becoming month, the acquisition of apparent that these sectors can provide useful opportunities for learning how to create truly European industries.

Economists have often bemoaned the slowness of European industrialists to fulfil the promise of the European Community by transforming national enterprises into Euro-pean ones. Many explanations have been advanced for this, and for the failure of some trans-European industrial ventures, such as the Dunlop-Pircili and Hoesch-Hoogovens

nergers. Bot despite the failures, no one donbts that the need for trans-European industries is, if rans-European industries is, if anything, greater than ever. The challenge of competing with giant U.S. and Jepanese companies is growing in many sectors, thus highlighting the need for as large a "bome" market base as possible.

market base as possible.

The opportunity in the beavy industries arises from the need in most of them for significant rationalisation. It is a good betthat, in most cases, the rationalisation would be less painful and more likely to lead to a quick recovery if done on a European rather than a European, rather than national, level.

This was the idea behind the creation of IBH of West Germany in the construction equipment field e few years ago hy acquiring companies from Massey Ferguson, General Motors, Powell Duffryn, Babcock and others. But the company became so pre-occupied with acquisitions and sales that it never got around to rationalisation. When the reces-

bankrupt in 1983. European-scale rationalisation European-scale rationalisation is curently being attempted in the welding and cast iron pipe industries. In welding, the Swedish group, EASB, has bought out the welding subsidiaries of BOC of Britain and Philips of the Netherlands in the past two years, giving it a very strong position in the market, which consumes nearly 600,000 tonnes a year. The main reason Pont-a-Mousson would go for size is for economies of scale. Pipe making is a highly automated operation. Molten metal is spun in centrifugal moulds, and then the past two years, giving it a various coating processes. As a

sion hit in the early 1980s, it was too weak to cope, and went

variety of aizes are involved. Another reason for size is the eost of technological development. At first glance, iron pipe ment. At arst glance, from pipe making appears a well estab-lished technology, with the cen-trifuget casting process dating from 1919 and ductile Iron making from the 1950s. But the technology of ell materials seems to be advancing rapidly British Steel Corporation.
Iron pipemaking is already an international industry. Iron pipe is used in waterworks, mainly for water conduits but these days, and ductile iron ls no exception.

Pont a Mousson has a large research, development engineering operation adjacent to its major factory near Nancy. It now employs 170 engineers and spends some FFr 225m a year, about 9 per cent of group turnover. That sort of effort too requires a

broad hase. As often happens in trans-European takeovers, Ponta-Mousson's bid for Stanton & Staveley in Britain ran into considerable political opposition last year. The immediate reaction in government circles, as

one insider recalls, was: "What the hell are we doing trying to privatise something by selling it to the French Government?" But Stanton on its own had nowhere to go. Once Ponta-Mousson's men rival in world markels, it had languished since becoming part of the nationalised BSC. It still dominates the small UK market (140,000 tounes e year) but its share of the main export markets dropped from 27 per cent in 1968 to 7 per cent in 1968 to 1968 to 1968 to 1968 to 1968 to 1968

annually nearly 500,000 tonnes of iron pipe. The French market, by contreat, consumes only 200,000 tonnes, and is increas-ingly inadequate as a hase for Fortunately, cool heads pre-vailed and the business was sold to PaM, which has undertaken to maintain the ibree factories and the workforce, at least for a while. The French company takes

the view that operating on a European scale requires a highly decentralised structure, with national companies having considerable autonomy as long as they perform, M Francis Mer, the chief executive, told the Stanton managers when he first visited them that It was up to them to secure their future by using PaM's resources to the full. That is not an easy chal-lenge hut it is a better one than

Injustice of the Rent Acts

From Mr D. Kidd

Sir,-While Samnel Brittan's article (April 15) advocating is cogent for the utilitarian reasons he abiy marshalls, his case would have been unassailable had he mentioned the decisive ground for ridding tha statute book of this scourga namely, the rank injustice of the Acts. The problem with utilitarian reasoning is that it suggests abolition is contingent on its perceived success in reducing unemployment and

The injustice of the Rent Acts as they affect landlords is flagrant and shocking. It con-sists in confiscation of their property without compensation. This is against any civilised roncept of law and the Small Landlords Association is pursuing a claim under the Euro-Convention of Human Rights which forbids forced labour and, albeit with wide derogations, protects property to a limited but growing extent. But whether or not the convention is a broken reed does not affect the justice of the landlords' case.

The injustice of the Acts as they affect tenants is less visible but no less shocking. It derives from the fact the Acts operate by creating attautory tenancies not founded in agreement. To achieve this tenants are deprived of contractual capacity. Parliament says in effect to every tenant "Whatever you may feel about it, we are going to make sure your ever you may feel about it, we are going to make sure your word is not your bond and cannot carry weight with any landlord you may wish to do a deal with Although you live in a free society based on the principle of self-provision hy contract, we are going to make you legal cripples. Because you need protecting by us, we are going to put you in the same position as a person under its seeking a loan. No one in their right mind will contract with you." The result is, as Sir Raymond Walton, the High Court indge and author of a work on land law, has written: "The Acts, whist protecting those line'ty eaguest to "The Acts, whilst protecting those lucky enough to find tenancies have successfully tenancies have successfully ensured that the task of those who have none has been made a virtually impossible one."

It is because It is a matter of the country of Acts creating the motivation supplied by the artificial shortages, what hope policy of successive Governcan the nation have that they ments and evident national have the chirage and shifter to peed and interest have the courage and ability to need and interest.

Letters to the Editor

problems, David J. Kidd,

48 Park Avenue, N.22 Generating

plant

Sir,-Your news item "Power Stations compete in 'cost' league" by David Fishlock (April 15) gives the impression that the economic scheduling of generating plant is some-thing new. If this was implied by Sir Walter Marshall be was being very unfair to the engineers who developed tha method many years ago, and if it was not implied, then your Science Editor is guilty of mis-representing him.

The enginears who built and The enginears who built and operated the Electricity System long before Sir Walter was appointed were well aware that out of merit generation could cost many thousands of pounds per day and were quite capable of schaduling the operation of generating plant to reduce such costs to a minimum.

With existing nuclear power

with existing nuclear power stations it is to be expected that the low running costs would place them at the top of the merit table, but to say that they produce electricity cheapor than the best coal fired stations such as Ferrybridge is invidious. A critical assessment of total cost based npon something less than 100 per cent. optimism about construction times and future prices for fuel would show that the cost differ-ence per unit of electricity between nuclear and coal is marginal, T. Millar,

80, Kings Avenue, SW4.

Trade and diplomacy

From the Director-General, Institute of Export. Sir,—Soma of Mr Richard Oake's comments on trade and diplomacy (April 12) surprise me. Since the days of the socalled Plowden report tha diplomatic service bave regarded trade promotion as the first call on their resources and I can think of no senior ambassador in recent years whose career did not include right and justice that there is no excuse for the government to delay and temporise over the abolition of these Acts. As Samuel Brittan says this matter is a test of the government's sincerity and earnestness of purpose. If Ministers come trial whose career did not include at least one trade promotion post. As a former member of the service, I am sure that doing well in trade promotion posts was and is a road to promotion; surely that must make trade promotion work a purpose. If Ministers come trial earner and institute and institute at least one trade promotion posts. As a former member of the service, I am sure that doing well in trade promotion posts was and is a road to promotion; surely that must make trade promotion and the service of the s purpose. If Ministers cannot rid motivator, quite apart from

stronger ground where training is concerned and this Institute would certainly welcome it were the Foreign and Commonwealth Office to send more of their young entrants onto courses leading to our examin-ations. Nevertheless, much of the detailed trade promotion work is entrusted to locally engaged businessmen, chosen for their knowledge of local markets. My experience as a markets. My experience as a commercial counsellor is that, commercial counsellor is that, quite properly, businessmen expected to tell me ahout their business and looked to me for an assessment of the local political and economie scene. They needed the Embassy's help with government contacts and could exploit the Embassy's social pull for marketing purposes. In a word, they most needed a service that is best provided by an Embassy that is doing its natural function efficiently.

efficiently. D. N. Royee. 64, Clifton Street, EC2.

British Telecom shareholders

From the Chairman.

British Telecom Sir,—Your report (April 20) headed "BT share register to top 1.7m" had me saying thet large numbers of the shares would quickly find their way into institutional and profes-

into institutional and profes-sional bands.

In fect, I said that the size of the company's share register with over 1.7m shareholders was very encouraging and this confounded the pessimists who claimed that individual share-holders would aell out. The results of a recent MORI survey confirm that almost all of our present investors intend to hold on to their pares.

(Sir) George Jefferson, 81 Newgate Street, EC1.

Huddersfield is handsome From the Public Relations

Officer, Kirklees Metropolitan Council. Sir.—While applauding the excellent reply from Richard Wainwright, MP (April 10), to the unjustified criticism of Huddersfield town centre by Colin Amery, I feel it is essential to give some additional information on the steps being taken by Kirklees Council to encourage development and pre-serve Huddersfield's architec-

tural heritage. St George's Square, contain- Oxford Roading the famous railway station Manchester.

and high class Victorian build-ings, was declared a conserva-tion area in 1968 by Huddersfield County Borough and this conservation area was widened in 1981 by Kirklees to cover the majority of the town centre. As Mr Wainwright points out carried out by Kirklees on properties in the town centre. Discussions are currently being held with British Rail in connection with refurbishment works to the railway station. Many other buildings bave been restored to their former glory and, most important, have been successfully re-let for shopping and business purposes. In addition, new development has only been allowed in a strictly controlled manner and this bas further strengthened Hnddersfield's role as one of Yorkshire's major town centres. All of this points to e positive commitment by Kirklees and demonstrates growth rather than decline. Regarding Mr Amery's com-

ment in Europe to offset the inflationary pressure that resulted from the rising dollar,

In the future, a protracted

deeline in the dollar will mean

less inflation in Europe and

ments on grand warehouses being empty and e non-con-formist chapel being "ripped formist chapel being "ripped apart," all I can say is that although, for instance, the former railway goods shed is empty, various proposals bave been put forward for its future use. Likewise a scheme bas been submitted to the council for the conversion of a chapel little fatt. for the conversion of a chapel into flats. I must stress, bowever, that there is no way that this council will let buildings of historical interest be "ripped apart." Many buildings are listed and by a careful policy of controlled development Kirklees makes every effort to preserve tha town's architectural heritage, while at the same time meeting today's needs of husiness and commerce.

Like Mr Wainwright, I wonder why Mr Amery chose to

der why Mr Amery chose to make such unfair comments and I can only assume that he visited Huddersfield town centre et 2 am on a foggy Sunday morn-

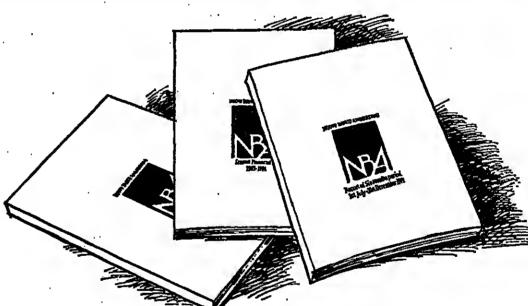
ing. Norman Daley, Town Hall. Ramsden Street, Huddersfield.

Software piracy

Sir,—Your Item "Software piracy epidemie" (April 13) reporting a recent case is dangerously misleading. Since the Copyright Act 1956 cama Into force, computer programs bave heen protected principally undar section 2 of the Act as literary works. literary works.

The present Copyright Computer Software Amendment Bill does not seek to alter the exist-ing legal position but merely to give it statutory recognition. John R. Morris.

Legal Department, National Computing Centre, Oxford Road,



Our third volume is now written.

Report of Six-Months period.

In order to bring our accounting year into line with other Italian banks, our third financial report covers the six-months up to 31st December 1984.

Of great significance is the fact that, after having made substantial provisions for depreciation, bad-debts and reserves, our net profits have further improved.

An English version of this latest report is now available. We will be pleased to send it to you on

Our restructuring programme.

Nuovo Banco Ambrosiano is now a better and more efficient bank. This is the result of three key moves: the installation of the most modern automation systems; the centralization of staff and data-processing services at our new facility on the outskirts of Milan; and the concentration of our attention on the most promising areas of Northern and Central Italy, by the opening of new branches and the relocation of existing ones.

In consequence, our productivity is increasing at a very satisfactory pace, and we are now recognized in Italy as an important factor on the banking scene.



ESTABLISHED 1982

Head Office: Piazza Paolo Ferrari, 10 Milano (Italy) - Phone (2) 85941 - Telex 320252 NBAFOR I Representative Offices: New York - Hong Kong

otice is d from mount ich will fote of

1es

QUIST

EBBER

EINC.

LINC

INC.

11 : 11 - NB

FINANCIALTIMES

Wednesday April 24 1985



Bernard Simon explains why Montreal's Mirabel airport failed to get off the ground

Wanted: Jumbos for white elephant

IT IS EARLY Friday afternoon, the sell back to local farmers the entire highways and factories, could not businesses and their workers to hig-city airports. At Mirabel, north of Montreal, a bullet could be fired down the cavernous concourse without bitting a soul. Not a single suitcase is moving on the terminal's six baggage carousels. On the apron, designed to accommodate 24 aircraft, including 18 wide-bodied jets, stands a solitary aircraft - a

cargo flight from the U.S.

Mirabel, hailed as one of the world's biggest and most efficient airports when it opened 10 years ago, is now in the top league of white elephants. The president of Air Canada, the state-controlled airline. Mr Pierre Jeanniot, drew wide support a few weeks ago by sug-gesting that it was time the Government faced facts and closed the C\$500m (U.S.\$370m) airport to civ-

Authorities in Ottawa maintain that Mirabel will stay opeo, at least for the time helog. But they have implicitly admitted that the airport will never meet the grandiose targets set in the early 1970s. In val. would reach full capacity in the March, the Government agreed to mid-1980s. Dorval, hemmed in hy

BY IVO DAWNAY IN BRUSSELS

EEC farm ministers last night

abandoned their search for agree-

ment oo a package of agricultural prices for 1985-86 after another

fruitless two-day negotiating ses-

A compromise plan, tabled by the

ftalian chairman of the meeting, ap-

peared to bave achieved nothing be-

yond raising the expectations of

several member states for a more generous final deal. It failed com-

pletely to satisfy West Germany's

consistent demand that there

should be no cuts in cereals prices -

a position opposed both by the nine

other countries and the European

Commission, which is calling for a

Impatience with Herr Ignaz

Kiechle, the West German minister,

is now reported to be mounting

among his colleagues. ft is also said

to he breeding anger and frustra-

tion among the Community's farm-

ers who are anxious to have a clear

picture of price levels for the new marketing year.

A package should have been

senior French farm union leader

promised a large demonstration by

farmers when the ministers resume

their talks next month in Luxem-

The impasse, uncommon even by

Community standards, is now rais-

ing the question among observers

as to how long Sig Filippo Pandolfi,

BY OUR FINANCIAL STAFF

Bethlehem Steel and Armco.

THE SEVERE inroads made on

U.S. steel producers by foreign

Armco, the smaller but more di-

quarter net loss of \$35.1m, or 55

cents a share, compared with earn-

The result for the latest quarter

excludes an extraordinary gain of

\$12.6m from its aerospace and

strategic metals side, which, it said

earlier this month, would form part

of an asset sell-off programme as

part of its attempts to return to fi-

\$104.3m oo discontinued operations.

Taking both these provisions into

account, the loss this time emerged

at 522.5m against earnings of

the ftalian chairman, can resist the erous, and costly, final outcome.

3.6 per cent price cut.

Impasse on EEC

farm price package

non-operational portion of the 86,000 acres of land - an area six times the size of Manhattan - expropriated for the airport in 1969.

Now that the disgruntled farmers can have their land back, talk of Mirabel's becoming a bustling dayand-night North American gateway and cargo hub, with flights unhindered by noise restrictions, bas

Plans for another four 12,000-ft runways (there are presently two) and five new terminals similar to the 1,140-ft long building that is currently operating at a mere 14 per cent of capacity, have been aban-

When work on Mirabel started planners were confident that the commercial and political benefits of the new airport would outweigh its most obvious drawback - the 35mile drive from downtown Mon-

Air traffic projections indicated that Montreal's older airport, Dor-

Sig Filippo Pandolfi

pressure for a vote. Although Herr Kiechle has strongly hinted he will

intense psychological pressure on

West Germany to conform to the wishes of the majority. Nevertheless, elements in the

ftalian compromise, particularly

those weakening the effects of

Commission proposals for restrain-ing dairy and fruit and vegetable

surpluses, will now have raised the

hopes of farmers for a more gen-

be expanded easily.

development north of Montreal A well below capacity. Quebec Government proposal to The federal Government transclose to the provincial capital.

past decade neatly illustrates the nino effect of a commercial miscalculation. Montrealers preferred Dorval, which is only eight miles from the city, so airlines hesitated to transfer flights to Mirabel

thorities to shelve plans for a rapid transit line from Montreal. Not surprisingly, industrial sites at Mirabel remained empty. In 1978, the air-

for U.S.

airlines

By Terry Dodsworth

losses yesterday for the first quar-ter of 1985.

In results that underlined the fierce competition that has continued on U.S. routes this year, UAL, the parent company for United, said

it had made a net loss of \$661,000

for the quarter against a profit of

\$25.6m, or 56 cents a share, in f984.

People declared a net loss of \$f8.8m

against a profit of \$18,000 in the

People's effort to expand its route

etwork during the period was il-

lustrated by the exceptional jump

in its operating revenues from \$108m to \$195m. At the same time,

however, the cost of putting on the extra capacity also sent its costs

soaring, with operating expenses rising from \$103m to \$202m.

Yesterday, People said that these

The expansion of the discount

carrier, which had earlier forecast

losses for the quarter in the region

of \$20m to \$25m, has been a major

The pressure on prices is evident in UAL's figures, which show reve-nues falling from \$f.65bn for the

cost problems were being corrected

same period last year.

through price increases.

compete on prices.

port good-naturedly adopted a white elephant as its official logo.

To add to Mirabel's difficulties,

move from Montreal to Toronto, In-In addition, it was hoped that stead of bursting at the seams. Dor-Mirabel would stimulate industrial val airport has continued to operate

site the new airport between Mon-ferred landing rights of several in-treal and Quebec city to the east ternational airlines from Montreal was rejected apparently because to Toronto, recognising the latter's the federal Government did not emergence as Canada's principal want to fan the separatist cause by business and financial centre and building an international airport again rebuffing Quebec's separatist lose to the provincial capital.

The story of Mirabel over the er fly to Montreal; British Airways hast decade neatly illustrates the has cut its Montreal flights from 15 to five a week.

The only alternative to closing Mirabel has been to coerce and cajole airlines and passengers to use it. By official decree, all internation-The slow development of the new al and charter flights from Mon-airport in turn prompted the an-treal must use Mirabel. As a sweetener, the authorities have cut land-

ing fees and fuel taxes.

The only new industrial project of political uncertainty in Quebec over the federal and Quebec govern-fallibility of politicians, the past decade has prompted many ments agreed to provide grants forecasters and planners.

Despite those efforts, the Federal Government has had to abandor plans to shift domestic flights from Dorval to Mirabel, CP Air, Canada's secood largest airline, threatened to discootinue noo-stop flights from Montreal to eastern and western Canada if it was forced to switch

The domestic section at Mirabe is rarely used. The only domestic flight from the sirport now is an infrequent service by a small com muter airline to Ottawa. An airport official wistfully recalls Mirabel's busiest day. 17 months ago, when a snowstorm in the north-eastern U.S. forced almost two dozen aircraft to divert to Canada. .

Traffic at Mirabel picked up by 15 per cent last year, and is expected to rise again in 1985. Olympic Air-lines, Varig and Aerolineas Argenti-nas have begun flights in the last any substance near the airport, a few months, it remains to be seen controversial CS514m helicopter whether the airport's fortunes are plant being built by Bell-Textron now improving, or whether it will Helicopters, was begun only after remain a costly monument to the the federal and Quebec govern- fallibility of politicians, economic

Sharp loss | Three English cities go for Olympic gold

ENGLAND'S three largest cities, London, Birmingbam and Man-chester, are fighting it out for the prestige and - they hope - the profit of bosting the 1992 Olympic Games. UNITED AIRLINES, the largest carrier in the U.S., and People Ex-press, the nation's leading discount airline operator, both declared The competition is intense, and no

city is giving any concession in the UK qualifying rounds. Ever since the example of Los Angeles last year, which made a reported \$250m return on its investment in the games, the Olympics have begun to look like fegitimate business as well as global spectacle.

Everyone is going for gold.
Sir Alan Traill, Lord Mayor of London, yesterday announced a vi-carious bid - on behalf, vaguely, of the neighbouring city of Westminster - for the games, The Greater London Council is expected to be

Meanwhile, the self-styled Manclared that its own application was it be known that it had the capacity to "make this dream come true." Needless to say, Britain is not go- Dogs.

ing to have it all its own way. their hands in what, post-LA, is now seen as a cookie-jar are Amsterdam, Rotterdam, Barcelona, Paris, Belgrade, New Delhi and Brisbane. cally, bearable only because of the undoubted short term prestige attached to the host city. Montreal almost went bankrupt in 1978, while factor in depressing earnings of other carriers, including United. Competitors have both lost some market share and been forced to now hig business, never mind the could only be guessed at following event itself. Millions of pounds are the U.S. boycott. believed to be chasing the endorse-ment of the International Olympics Astute wheeler-dealing, coupled Committee, headed by Spain's Sr with appeals to patriotism, caused

> qualifying competition. the edge. It has hired Arthur most lavish ever. Young, the accountancy practice which advised Los Angeles, and one of the bid committee's first acts has been to call on the British Olympic Association to repudiate sugges- July 12 and should decide then

Nor is Manchester more chari-table towards Birmingham. "With all due respect to Birmingham." Manchester avers, "the scheme they have announced bas already been underway (here) for nearly 12 weeks, and we are already deep in-to the sorts of things they are start-

ing to do now." Over to Birmingham: England's second city is planning a feasibility study first and hopes to make a firm hid by June. It hopes to over-come some "acknowledged deficien-cies in facilities" by involving the neighbouring "towns" of Leicester and Nottingham.

London, of course, is the obvious UK choice, even if rowing and sail-ing events bad to be held elsewhere. The docklands area, just east of the City of London, is frequently referred to as a prime site chester Olympic Bid Committee de- in combination with Wembley and Crystal Palace - and one plan both "credible and powerful," while would be for the construction of an Birmingham Leisure Committee let Olympic Village that would subsequently be turned over to the local boroughs in and around the Isle of

For years, the Olympics were re-Among other cities anxious to get garded as a kiss of death economi-Even promoting the suggestion is Moscow's troubles four years later the U.S. boycott.

Juan Antonio Samaranch, and PR the city to come out well ahead of and consultancy firms seem certain its investment, despite the fact that to make a killing in the pre-Olympic the games laid on - without the participation of the Soviet Union and Here, perhaps, Manchester has its major allies - were probably the

Whether any UK location can make it is open to debate. The Britisb Olympic Association is to consider British bids at a meeting on tions that it would back London for which to support as the afficial the games.

Gorbachev attacks U.S. over arms talks policy

Continued from Page 1

kov are secretaries in the Central Committee. As head of its Organistional Party Work Department, Mr Ligachev, 64, has played an important role in promoting significant changes in the senior party person-nel who rule the Soviet Union.

Like the two other men promoted esterday, Mr Ligacbev's prominence is comparatively recent and came primarily through President Yuri Andropov, who created a new adre of senior leaders during his brief tenure of power after the notably few.

Both Mr Ligachov and Mr Ryzh- death of President Leonid Brezhnev in 1982. Mr Ryzkov, 54, has been in charge of economic reform the necessity for which has been a main theme of Mr Gorbachev's first

Mr Chebrikov, 62 next week, became head of the KGB under Mr Andropov, to whom he had long been deputy. He made a number of speeches last year in which favourable mentions of President Chern-enko, obligatory in public oratory in the Soviet Union at that time, were

Record loss for Renault

Continued from Page 1 industrial and high-technology homelands.

A key component of the recovery programme is bound to involve additional job cuts. But M Besse appears to be under pressure from the Government not to rock the boat too quickly and provoke a serious confrontation with the pro-Com-munist CGT union, which has been gearing itself up in recent months

hy M Besse, around FFr 2hn involve the cost of covering about 8,000 job cuts this year through early retirements. Renault is hoping to shed a further 1,000 to 1,200 jobs this year by immigrant workers accepting incentives to return to their

Under the current job restructur ing programme, Renault's French car operations would employ about 89,000 people at the end of this year compared with about 103,000 at the end of 1983. Many analysts believe. however, that Renault will need to reduce its French workforce by a

Of the FFr 8bn in fresh funds that Renault is seeking immediately, the French Government has already said it would advance the group FFr 3bn in new capital endowment funds this year. Renault is hoping to raise the balance through soft

THE LEX COLUMN

An easy line at the Fed

an economic slowdown is straight are paid out. Even if the Fed has out of the textbook. The Fed has shifted the emphasis from the conshifted its stance in the past when GNP growth has fallen below around 2 per cent, and all the latest numbers - including yesterday's further decline in durable goods orders - suggest that the first-quarter GNP figure was no flash in the pan.

Yet this time the Fed has acted with decisiveness and bluntness uncharacteristic of so refined an institution. It has gone out of its way to add reserves throughout the month and on Tuesday purchased more than \$2bn of bills direct from the market, as subtle a manoeuvre as advertising lower interest rates in neon lights outside the Federal Re-serve building.

For the moment the Fed seems to For the moment the Fed seems to bave called a halt. It bas signalled its unhappiness with a federal funds rate as low as 7½ per cent and is keeping the market guessing about the possibility of a cut in the discount rate from 8 to 7½ per cent. If it were to take that step — and so leave room for a funds rate of around 7½ per cent — the market might well suspect some deeper might well suspect some deeper

Wall Street, after all, is almost unanimous in expecting some re-covery in economic growth, the debate being about whether it will

The Federal Reserve's decision to tame enough at present, it is rea- who were not approached yestersponse to the gathering evidence of next month as delayed tax rebates trol of money to the stimulus of growth, it cannot be happy to see a quickening of consumer price inflation at a time when the dollar is

> The Fed's recent endorsement of lower short-term rates has not entirely convinced a bond market which, at the long end, is offering a yield premium of around 300 basis points over Treasury bills. An upward sloping yield curve is nothing new on Wall Street, and the debt markets, after a strong rally, will be reluctant to push too far in advance of next month's \$20hn dollar fund-ing programme. But there is at least a suspicion that the Fed is now acting as much to pre-empi failures in the financial community as

it is to stimulate economic growth.

two bites at the cherry - bad it takstone by issuing too much paper at profit on its stake. Meanwhile, the once. As it is, yesterday's vendor placing for part of the 22.4 per cent holding seems to set a minihitch, and Stockley's shares lost 4p makes yesterday's price for Stock emerge in this quarter or next. And, to close at 73p, still above the 70p Conversion of 485p, down 7p. look. while the monetary aggregates are placing price. Those shareholders rather uncharitable.

ease monetary conditions in re- sonable to expect an acceleration day will seen have a welcome chance also to buy shares al 70p.

Depending on how the loan stock is valued. Stockley has paid around 560p to 570p a share for its stake. But having taken a close look at Stock Conversion's assets. Stockley still thinks the price justified. Since its own shares were probably al-ready on a premium to their net as-set value, it looks as if this deal will have involved no asset dilution - if anything, Stockley's asset backing

may have been enhanced. The structure of the deal bears the J. Rothschild Holdings stamp: fiendishly complicated but cleverly designed to suit the purchaser. The 5 per cent interest on the loan stock, for instance, was necessary since Stockley could not have afforded to pay a market rate with this year's likely stream of rental income. As it will presumably have to pay JRH close to normal rates within two years on its C38m loan, Stockley must bope to be earning

By delaying any bid for Stock win control of Stock Conversion, Conversion for at least six months, and it is a fair bet that a bid will be two bites at the cherry and it. Any white knight would have to ofen one, it might have choked on the fer enough to give Stockley a fair stake apparently went without a mum price for any bid, which

This activarisement is issued in compliance with the requirements of the Council of The Stock Exchange.



The Moorgate Group Plc

(Registered in England under the Companies Acts 1948 to 1980 - No. 1599738)

SHARE CAPITAL

Authorised £350,000

Ordinary Shares of 5p each

Issued, and to be issued, fully paid £250,000

April 12 May 1995 FINANCIAL MARKETING SPECIALISTS

The Moorgate Group Pic is the holding company of six wholly-owned subsidiaries, five in the UK and one in the USA. Between them, these companies provide comprehensive : marketing advice and assistance to companies in the financial services field—ranging from product origination and development, through marketing consultancy, to direct mail, advertising, design and public relations.

This advertisement is issued in compliance with the requirements of The Stock Exchange and in connection with the Placing by Le Marc, Martin & Co. of 1,250,000 ordinary shares of 5p each of The Moorgate Group Pic ("The Company") at £1.20p per

An application has been made to the Council of The Stock Exchange for the grant of permission to deal in the ordinary share capital of the Company, issued and to be issued, in the Unlisted Securities Market. A proportion of the shares being Placed has been offered to, and is available for, application through the market during market hours today. It is emphasised that no application has been made for these securities to be

Particulars relating to the Company are available in the Extel Unlisted Securities Market Service and copies of such particulars may be obtained during normal working hours on any weekday (Saturdays and Bank Holidays excepted) up to and including 13th

LE MARE, MARTIN & CO. City Gate House, 39-45 Finsbury Square, London EC2A 1LE.

loans.

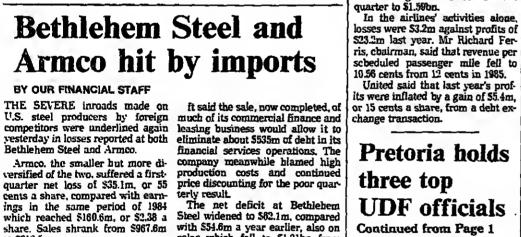
The group's long-term debts rose the Board of Directors, F. Barkow, R.A.F. McClean, G.T.S. Damer, M.C. Gorman, D.E.P. Palmer, London, Printer, Frankfurt/Main, and, as members of to FFr 40.7bn at the end of last year tass-Druckerei GmbH, Frankfurt/Main, Responsible editor, C.E.P. Smith, Frankfurt/Main, & The Financial Times, Ltd, 1965.

earnings of S2m.

Shipments in the present quarter

were still lagging behind those of a

year ago because of heavy competition from imports, he added.



Pretoria holds

Continued from Page 1

sales which fell to \$1.21bn from ter flying from Durhan to meet trade union leaders in the troubled But Mr Donald Trautlein, chaireastern Cape, scene of continuing man, said Bethlebem expected to be violence that has cost at least 40 "marginally" profitable in the curlives in recent weeks.
Establishing closer links between rent three months. The second

quarter of last year was the compathe UDF and the trade unions and ny's only profitable quarter for the increasing the UDF's presence in rural areas were two of the policy past two years, with operating net Similarly, the figure for the comparable 1984 quarter was struck beof 1985 would depend largely on the priorities agreed at the UDF's third congress, which took place over the Easter weekend at the Indian townfore charging debits of as much as success of the federal recovery pro-\$104.3m oo discontinued operations. gramme for the steet industry. ship of Azaadville, 25 km from Jobannesburg.

The congress also announced would step up its programme of non-violent civil disobedience campaigns against apartheid

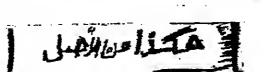
The UDF, which was formed 18 months ago to co-ordinate opposition to the new tri-cameral constitu tion, claims more than 2m members in over 600 organisations, including trade unions, church organisations and local interest groups.

 President Kenneth Kaunda of Zamhia predicted "a violent explosion" in South Africa within two years "unless the 4m white Africans

nesburg Financial Mail he urged the South African Government to release Mr Neison Mandela, jailed leader of the ANC. The first thing is the release of Nelson Mandela, talk to the ANC through him and

change their stance."
In an interview with the Johan-

for battle against Renault.
Of the FFr 4.5bn provisions made let's see what happens, but you've got to have a beginning to stem this black anger in the African masses,"



19

QUIST

EBBER

EINC.

, INC.

LINC.

INC.

ies

otice is

Il carry mount ch will

SECTION II - INTERNATIONAL COMPANIES

FINANCIAL TIMES

Wednesday April 24 1985



Retail operations

Roebuck's growth

SEARS ROEBUCK, the world's But no the financial servides side,

net earnings by 4.4 per cent to Dean Witter financial services, as \$223.3m after a 4.8 per cent growth revenues were boosted by the re-

Improved results from the on Wall Street during the quarter, group's financial services and real Net income at Dean Witter jumped

estate divisions beloed offset a from \$1.5m to \$4.1m, on revenue of

my and a highly competitive mar-ketplace."

over the to sales of shopping centres. Revenues advanced from \$170.4m to

which account for nearly 70 per At Allstate Insurance, income cent of group sales through the showed a modest gain from \$143.5m

chain of retail stores, catalogue and to \$144.3m but was held back by

hold back Sears

BY TERRY BYLAND IN NEW YORK

argest retailer, lifted first quarter

downturn in merchandise npera-tions. Mr Edward Telling, the chair-

man, said the results were achieved

despite a slowdown in the econo-

The merchandising divisions, \$184.2m.

Merrill Lynch triples earnings to \$55m in buoyant trading

BY WILLIAM HALL IN NEW YORK

MERRILL Lynch, the world's big-gest brokerage firm which has been struggling to control its rapidly ris-ing expenses, nearly tripled its first-quarter net income to \$55.6m. chief executive, said that the most The company's revenues rose 14 per cent to \$1.6bn for the 13 weeks

to end-March, while its total expenses grew by 8 per cent. Merrill says that the improvement was due largely to higher stock market vol-ume, favourable interest rate movements and close control of ex-

The company, whose return on equity dropped to 5 per cent in 1984, says that the first-quarter results demonstrate that its tight cost containment and basic restructuring efforts are taking hold. However, the work has only started, and Mer-rill says that it is "dedicated to continued unrelenting efforts to control expenses while laying the foundation for healthy growth."

Despite the sharp jump in fully diluted earnings per share from 21 cents to 58 cents, the company announced an unchanged quarterly dividend of 20 cents a share, payable on May 22 to stockholders of record as of May 3.

Merrill's commission revenues

were the highest since the second

important and certainly the encour

aging trend was shown on the ex-pense side. The group's fixed and semi-fixed expenses grew by only 2 per cent over the year. If occupancy ex-penses are omitted, then expenses are 4 per cent down on the 1984 level. The two executives say that the company is on the right track in its cost control efforts. Merrill's commission revenues

rose 6 per cent to \$379m, reflecting strong stock market activity and buoyant mutual fund sales. However, activity in commodities and money markets instruments fell. Revenues from principal transactions rose 59 per cent to \$212m as fixed income trading benefited from lower interest rates and effec-

The group's investment banking revenues rose 23 per cent to \$118 and real estate revenues rose 15 per cent to \$125m. Lower mortgage rates stimulated home sales. A sharp rise in funds under manage ment from \$39bn to \$51bn led to a quarter of 1983, and its principal substantial increase in fee income transaction revenues were the high-

Atlantic Richfield hit by reduced margins

ATLANTIC Richfield, the sixth biggest U.S. oil company, has reported worldwide oil and gas exploration a further fall in quarterly net in-come because of lower oil product latest first quarter, down \$35m from come because of lower oil product latest first quarter, down \$35m from margins, higher expenses and fall-the 1994 period. Worldwide producing chemical sales volumes and

First-quarter net earnings fell 11 per cent from \$395m or \$1:53 a 710,800 a year earlier. share in the 1984 quarter to \$352m or \$1.47. The 1984 figures include a \$17m loss in the company's metal operations, which have since been

flecting the \$785m write-off, on

Arco said after-tax earnings from worldwide oil and gas exploration tion of crude oil and natural gas liquids averaged 723,400 barrels a day in the first quarter, against

Earnings from chemical operations were affected by the strong U.S. dollar, which depressed expart volumes and increased imports

Sales in the latest quarter slipped Meanwhile Ashland Oil, the big from \$6.5bn a year ago to \$5.8bn. Kentucky-based independent oil refiner, reported earnings for the net profits of \$550m, primarily resecond quarter ended March 31 of \$14.1m or 22 cents a share, com-

Phibro. **Salomon** advances to record

PHIBRO-SALOMON, the U.S. investment bank and commodify trading house, announced an 18 per cent jump in earnings from \$120m to a record \$141m in the first quarter of 1985. Earnings per share rose by 14.5 per cent from 34 cents to 36 cents, while revenues fell from \$8.65bn to

Quarterly pre-tax profits rose even more strongly from \$176m to \$238m. But the effective tax rate also rose by 9 per cent sgainst 1964 because e larger share of consolidated earnings came from U.S. operations, pushing the tax bill up from \$50m to \$50m.

On o pre-tax basis, profits in On a pre-tax basis, profits in the securities market-making, underwriting and research segments of the company's business rose by 30 per cent from \$134m to \$174m. Pre-tax profits were also buoyant in Philipp Brothers, the commodities division of the group, rising by 33 per cent from \$76m in 1864 to \$101m.

Skanska down 44% in full year

By Kevin Done in Stockholm

SKANSKA, the leading Swedish group, suffered o big drop in profits last year with a fall of 44 per cent to SKr 919m (\$185m) from SKr 1.63hn in 1963.

Invoiced sales rose by 21 per cent to SKr 14.7hm from SKr 12.16ha in 1963, but there was a substantial drop in the volume of contracts credited to income

which belied to depress profits.

The value of contracts credited to income dropped to SKr 11.7m from SKr 14.8m the year earlier. Of total sales some SKr 3.3hn was derived from foreign con-tracts compared with SEr 27bm

in 1983. An unchanged dividend of SKr 2 per share is to be paid for 1984. Eatnings per share dropped to SKr 7.50 from SKr 12.50 in 1983.

Data General profits fall 36% in second quarter

BY OUR FOREIGN AND FINANCIAL STAFF

minicomputer group, yesterday re-ported a 35 per cent drop in second-quarter profits and amounced it is to close down U.S. manufacturing operations during the Memorial Day and Fourth of July weeks this

The profits drop, which the com-pany had warned Wall Street to ex-first six months. pect as long ago as Pebruary, comes amid a general earnings downturn said several economic factors were in the computer industry, headed contributing to a slackening in capiby IBM. Digital Equipment (DEC), the world's second biggest computer manufacturer, has also reported tor stood out. a 10 per cent earnings decline in the third quarter, despite an 15 per cent gain in revenues.

Massachusetts-based Data General, posted net profits of \$9.1m or 34 cents a share in the second quarter ended March 30, against \$14.2m

step towards reorganising its husi-ness operations by announcing the planned sale of its publishing com-

The group, which is expected to

launch a new corporate strategy and a raft of new products - includ-

ing an agreement under which it will sell a personal computer made

by Olivetti of Italy - later this month, said it has reached prelimi-

Under the terms of the agree

ents, which are expected to be

completed late next month or in

NORTH AMERICAN aluminium in-

pean operations, including the UK, continued to benefit from the dol-

BY ROBERT GIBBENS IN MONTREAL

first quarter. However, the Euro- year,

panies for over \$500m.

Xerox sells publishing

units in reorganisation

KEROX, the diversified U.S. office International Thomson Organi

products group, took another major step towards reorganising its husiness operations by announcing the planned sale of its publishing com-

nary agreements with four prospective purchasers of its six publishing of \$100m° for Xerox Learning Sys-

Alcan suffers sharp decline

got prices, kept low by the high U.S. alisation programme to reduce dollar, brought a sharp decline in overheads is North America and sarnings of Alcan Aluminium in the will take a special charge later this

tems (XLS);

\$23m, so the six-month profits total is \$32.1m or \$1.21 a share, against S24.3m or 95 cents.
Revenues rose from \$273.9m to

\$320.2m in the latest quarter, and from \$514.2m to \$653.9m for the Mr Edson de Castro, president,

He warned that third quarter earnings may not exceed those of the second quarter, and earnings

for the year may not exceed the \$79.8m recorded in the year ended Digital Engineent said third-

gan, and Autex Systems Massachu-setts, through its U.S. holding com-

• Gulf and Western will acquire

Girm and Co of Lexington, Massa-chusetts. Ginn, founded in 1867,

• Field Corp of Chicago will

acquire Xarox educational publica-

Alcan has begun a major ration-

First-quarter net income was

U.S.\$30m, or 30 cents a share, on

was acquired by Xerox in 1968;

DATA GENERAL, the major U.S. or 55 cents a share a year earlier. In quarter earnings fell to \$91.69m, or minicomputer group, yesterday reported a 35 per cent drop in second—

Data General made net profits of \$1.52 a share, compared with ported a 35 per cent drop in second—

Data General made net profits of \$191.85m, or \$1.77 a year earlier on revenues which grew to \$1.69bn from \$1.43hn. The earnings decline which ends a run of five consecutive quarterly year-on-year earn-ings gains - underlines the current downturn in the U.S. computer in-

> Mr Kenneth Olson, DEC's president, noted that the revenue growth exceeded most other compa the computer industry. But he added that sales in the U.S. reflected cutbacks in capital spending in many industries

Despite the third-quarter earnings decline, the latest results lifted Maynard, Massachusetts, group's nine-month earnings to 5346.2m, or 55.77 a share,

Warner lower but underlying trend improves

By Our New York Correspondent

WARNER Communications, the U.S. film and publishing conglomerate, announced first-quarter net earnings of \$21.5m, or 31 cents a share, against \$30.9m, or 44 cents, in the year-ago period. Revenues in-greased by 19 per cent from \$471.7m to \$582.9m.

The figures mask the underlying uptrend in Warner's performance, which was helped last year by extraordinary gains on businesses which have been discontinued. Profits on these discontinued operations amounted to \$23.7m in 1984, leaving the net figure for the continuing operations of \$7.16m, or 10

cents a share. Gains on the discontinued activi ties included \$66.8m on the sale of the cosmetics and fragrance business, which more than offset a loss of \$42.9m on other discontinued ac-

Mr Stephen Ross, chairman, said that operating income in the record division achieved an all-time first quarter high in 1985.
Asset sales in the first quarter of

this year had enabled the group to reduce total debt to approximately

telephone sales neerations, report poor underwriting results, Invested a fall in earnings from \$1.6m to ment income advanced and the \$76.5m, despite a gain of 0.6 per strong stock market brought capital gains. Price cutting adds to Goodyear's difficulties

GOODYEAR TIRE and Rubber, the and gave foreign competitors a world's largest tyre producer, suf-fered a 22.4 per cent drop in its Foreign profits fell about 40 per fered a 22.4 per cent drop in its first-quarter net earnings to \$86.7m cent as a result of the Canadia from \$111.8m - a decline from \$1.06 to 81 cents a share. Sales were down 1.8 per cent to \$2.48bn from against \$793.4m in the same quarter \$2.52bn.

The company was hit hard by a decline in the U.S. replacement tyre market, compounded by price cutting "by some competitors attempting to gain market share," according to Mr Robert Mercer, chairman.

In addition, Goodyear's Valley Field, Quebec, plant was hit by a strike, while the strength of the dollar hit profits from foreign subsidi-

strike and the dollar's strength, to

there was a substantial recovery at

newed surge in securities trading

\$658.7m against \$577.4m. The Coldwell Banker real estate

group also did well, lifting income

by 29 per cent to \$31.5m due largely

U.S. profits fell 18,4 per cent to 574.9m from \$91.8m on sales down slightly to \$1.69bn from \$1.72bn. An additional factor making Goodyear's profit performance in the first quarter of 1985 look less

strong than a year earlier was a \$13.8m tax credit in the first quarter of 1984. Extraordinary gains from disposals at \$5,7m in the first quarter of 1985, were only slightly up on aries as translated into dollar terms the \$5.5m gained a year earlier.

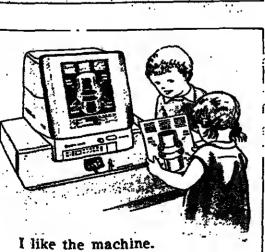
Sandoz expects improvement

BY JOHN WICKS IN BASLE

SANDOZ, the Swiss chemical company, expects further good results SwFr 41 in (\$165.7m) after a 13.6 this year, although the rate of per cent increase in turnover dur-SANDOZ, the Swiss chemical comgrowth may not match the figure ing 1984, and the board has pro-achieved in 1984, according to Dr posed a higher dividend of SwFr 90. Marc Moret, the group's manage-

Dr Moret said 1985 "had got off to

Janet and John This is Janet. This is John.

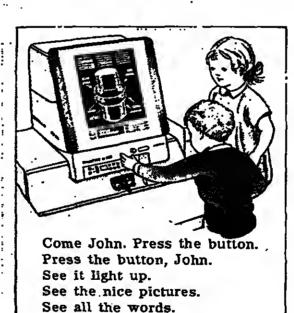


Turn the knob. Look John. Another picture. Press the button. See how the copy comes.





See how quickly the pages go. They go very fast. Go fast, machine.





ELEMENTARY IT MAY BE, BUT YOUR COMPUTER COULDN'T COPE WITH IT.

Our little story may seem rather simple. But it's a combination of elements that many computers can't handle.

Words. And pictures.

On the Agfa microfilm system, however, it's no problem storing and reproducing an accurate photographic record. Yet it takes a computer with sophisticated

laser-scanning equipment costing thousands of pounds to achieve even a reasonable reproduction. In the story itself, Janet & John demonstrate

microfilm's other great advantage: how simple it is to use.

Microfilm users don't have to be au fait with all the latest jargon or go through weeks of training. Maintenance, too, is child's play.

The bottom line is that, when you're handling certain kinds of data, microfilm can save you lots of time and money.

The scale of your operation doesn't matter. You can start with a single microfiche reader, or go as far as one major company we know whose system stores over 80 million documents.

Not that we've got anything against computers. Far from it.

For instance, the LK16B Reader-Printer that stars in our tale uses a micro computer to help you retrieve information in split seconds.

Whatever your data storage needs, there's almost certainly some way Agfa Microfilm can help do the job more simply.

And more cheaply.

To see the new range, just phone 01-560 2131. Or write to Agfa Microfilm, Office Systems Division, 27 Great West Road, Brentford, Middx. TW8 9AX.

What could be simpler?

Agfa Microfilm. So advanced, it's child's play.



AGFA-GEVAERT 6

Peter Bruce in Bonn reports on the end of a corporate dog-fight

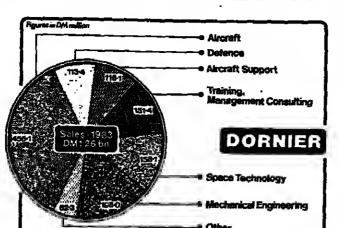
The Dorniers succumb to Daimler

EVEN AT THE END, the Dor-nier family, owners of West Ger-many's second largest aerospace company, proved themselves a stubborn and divided lot. It took more than 20 hours of negotiation, starting early on Monday morning in Stuttgart, to prise the company away from the family to see it into the bands of another German manufacturing legend, Daimler-Benz,

Yet Herr Lothar Spaeth, premier of Baden-Wurttemburg. whose fears that the ruling group of brothers were on the brink of moving large parts of the company over to next-door Bavaria led him to ask Stutt-gart-based Daimler to hld, canot he sure he has finally

Yesterday's agreement still has to go before the traditionally strict Cartel authorities in Berlin, but even more threatening is the fact that one of the brothers, Claudius (the eldest son of founder Claude Dornier)
has not givan bis blessing to
the Dalmier takeover. It is an
irony that Claudius has long wanted to sell bis stake to finance a private aircraft venture but he has been interested only in selling within the

Probably his father's most Mannesmann, for instance, devoted son, Clandius has been made it clear last week they insisting that the late Claude's were very keen to buy Dornier, will be followed to the letter, Mannesmann's weak connec-



the brothers to keep Dornier in tha family as long as possible. Claudius has first refusal on any shares sold by his brothers and Herr Spaeth and Daimler have given him until May 15 to but there have been the states and the states are the states and the states are the states and the states are the states buy them. He does not have the which exists between him and the brother currently in control (Justus), who has agreed to sell, Claudius may just try to find someone to back him.

Mannesmann, for instance, made it clear last week they

groups in dealing with losses or excess capacity in problem areas

in recent years. After tax, Hoechst's world-

Sunday. To make the talks simpler Herr Spaeth had to get the lawyer holding some 28 per cent of the stock following the death late last year of the founder's widow, Anna, to give this out in equal shares to the brothers. Peter Dornier then sold his extended holding to the other five in return for a 100 other fiva in return for a 100 per cent stake in the Dornier knitting machine business which

be has been managing

Justus, Ellen (widow of one brother) and Christoph then sold their 20 per cent shares to Daimler and Silvius sold 8 per cent of his stock to Daimler and 4 per cent to Baden-Wurttemburg, leaving bim still holding 8 per cent. Herr Spaeth said the state had paid DM 23m (\$7.6m) for Silvius's 4 per cent, which probably means the entire 72 per cent in Dornier has gone tor around DM 400m. Assuming Claudius does allow

the sale to go through unimpeded, what has Daimler-Benz bought? Claude Dornier founded the company just over 50 years ago, baving done his design apprenticeship with Graf von Zepplin during the First World War. Headquartered today at Friederichshafen on the Bodensee (Lake Constanca), the group made its mark during the war, supplying the Luftwaffe with beavy fighters and bombers, but now does less than 40 per cent of its business in aircraft. In 1983 the gronp made net profits of DM 28m on a turn-over of DM 1.26bn Last year's profits have not bean made public but turnover is reckoned to bave grown to DM 1.5bn. That would represent a sizeable 3.75

per cent of Daimler's present



Herr Lothar Spaeth, Baden-Wurttemburg's premier: cannot be sure

the throes of a minor revolution. During the seventies, it made most of its money building the highly successful Alpha-jet, along with Dassault of France, as a trainer for the Luftwaffe. Those orders have dried up, leaving, nevertheless, lucrative service and maintenance con-tracts in their wake.

It was the establishment in 1963 of Dornier System that makes the group exciting today. System was first used to do little more than design instruments for Dornier aircraft, but it is rapidly becoming one of West Germany's most important centres for aircraft and space craft innovation, and is beavily involved in a wide range of missile programmes, particu-company is also in larly in guidance systems.

Banque Indosuez attains 34% growth for year

creased consolldaled profits last year by 34 per cent to Fr 505.3m (\$59.8m) with the bank's own earnings rising by 20 per cent to FFr 216m.

The improvement in net earnings, which is well ahead of the average profit growth for French banks, was broadly based. The group has been one of the most active among French banking groups in adapting itself to international changes in financial markets. M Anloine Jeancourt-Galignani, the managing director. said earnings bad been boosted by the strength of the dollar

and by the drop in interest rates in France. Of total earnings 55 per cent came from abroad, though the contribution of the group's Saudi interests— accounting for about 25 per

registered a small decline The group had an advantage due to the group's Fre

French domestic market as interest rates fell because it raises a high proportion of its funds on the money market. The main deposit-taking banks have the decline in rates because of the high costs in France of administering deposit accounts.
The sharp increase in profits was after making FFr 3.3bn pro-visions — up 27 per cent from 1983 and slightly higher than

The total balance sheet rose by 17 per cent to FFr 248.6bn. At a constant dollar oxchange rate the increase would have

Consolidated loans rose by 20 formance.

the average level among French

BANQUE INDOSUEZ, the cent of group profits through Al per cent to FFr 105.9bn com-French banking group in al Saudi al Fransi Bank— pared with an increase of 28 per cent in 1983 - a slow-down due to the group's French and

After raising FFr 1.5bn last year to strengthen its rapital hase, the group said vestorday that it had no plans for cash calls this year. The bank's had their margins squeezed by capital-to-loan raito is one of the strongest among French

banks. Exclusive of interest payments on titres participatifs—the profits-related bonds which nationalised institutions can issue to strengthen their capital base — profits rose by 49 per cent to FFr 551.5m. Though this is the figure that will appear in the published accounts, the bank considers the 34 per cent increase a more accurate indicator of its per-

Two German chemical groups to pay more

TWO OF West Germany's big abroad, especially in the U.S., three chemical groups bave sub-while the strong dollar has stantially increased their increased their U.S. earnings in stantially increased their increased their U. dividends after the sharp rise terms of D-marks.

In their profits last year.

BASF and Hoechst are paying
The surge in profits also reflects the success of all three DM 9 dividend per share, as widely expected, compared with DM 7 on their 1983 results. Hoechst disclosed yesterday

that its world-wide pre-tax profit vide net profit reached rose 18 per cent to DM 2.85bn DM 1.35bn last year, compared (\$\$37m) last year, while BASF with DM 909m in 1983. The has already put its group pre-tax earnings at DM 2.52bn, up 50.2 per cent.

DM 437.5m,

Bayer, the other member of West Germany's "big three," is rise in its group net profit to expected to announce its dividend today. Its world-wide pretax profits rose 34 per cent to DM 395.4m. Bayor bas not yet disclosed its net earnings. Hoechst confirmed that Dr. W. 2000 lost years. tax profits rose 34 per cent to
DM 2.9bn last year.

All three companies have
been benefiting strongly from
Hoechst confirmed that Dr
Wolfgang Hilger would take
over the chief executive's job
from Professor Rolf Sammet in

economic recovery at home and June.

Philips chief to step down

DR WISSE DEKKER, president and chairman of Philips the Dutch electricals group, is to step down in April next year. He will be succeeded by Mr Corvan der Klugt, his deputy, Jason Crisp writes.

The surprise announcement was made yesterday at Philips annual meeting in Eindhoven. Dr Dekker. 61 next Friday, has been president of Philips' board of management-equivalent to chief executive-for four years. He will become chairman of Philips' supervisory board, succeeding Mr Hanke van Riemsdijk wbo will be 75. Mr van der Klugt, 60, has been

a member of Philips' board of management since 1978 and has been vice-president and vice-chairman since 1982. He joined the company in 1980 and spent a number of years in South America and was chief executive in Uruguay and then Brazil.

L'Oreal raises income and increases dividend

BY DAVID MARSH IN PARIS

cent to FFr 15.8bn.

The group is paying a dividend of a net FFr 28.15, up 4.5 per cent from 1983, in line with government recommendations, The profit increase corres-

ponded to provisional forecasts made earlier in tha year, and represented a slowdown from the 20.5 per cent rise in 1983. Last year 60 per cent of group sales were outside France, against 57 per cent in 1983.

L'OREAL, the French bair thelabo, where expenditure rose products and cosmetics group, registered net profits of FFr 729m (\$79m) last year, up 9.9 per cent from the FFr 663m much less strongly than the rest of the group—up 7 per cent to FFr 188m

L'Oreal said French pharma ceuticals price controls, as well as restructuring at the Telectronics bio-medical division and the cost of setting up new sub sidiaries in Britain and the Netherlands, all weighed on Synthelabe's profits.

Mainstream cosmetic and hair business achieved 19 per cent sales growth. Hair product sales came to FFF 8.1bn (62 per One of the reasons for the slowdown was heavy research spending, especially at the spending of pharmaceutical subsidiary Syn- France).

Spanish contractor 80% ahead

the chairman, expressed con-cern about delays in payment on some overseas contracts. on some overseas contracts. This was recently the case in

DRAGADOS y Construcciones, tha leading Spanish building contractor, reports an 80 per cent improvement in net profit to Pta 1.44bn (\$8.6m) last year, thanks to a sharp increase in its export business.

However, Sr Antonio Duran, the helicitum arrassed contactors is cited as the main reason behind a decision by another major civil engineering group, Constructora Internactional, to file for abroad to Pta 57.5bn. Half of this — Pta 29.3bn — came from

Algeria, Dragados's main its profit into reserves, up from finalise a water syste foreign ellent. It also currently Pta 40m last year, and maintain- for the city of Oran.

affects Spanish companies ing its dividend at 12 per cent.
Operating in Libya.

Libya's delay in paying Spanish contractors is cited as the main contractors is cited as the main contractors is cited as

temporary receivership.

Dragados, in which Banco
Central has an important shareholding is putting Pta 682m of
its profit into reserves, up from
finalise a water system contract
finalise a water system contract

Pechiney buys U.S. can plant

the French aluminium assets in the J.S., duminium group, Pechiney retained its U.S. How-PECHINEY. nationalised aluminium group,

The French group sold its aluminium manufacturing operations in the U.S. in 1983 for \$235m to Alumax in a major redeployment of its North American aluminium assets, After selling the U.S., operations, Pechiney reinvested in the construction of a major aluminium smelter in Canada to take advantage of lower cost electricity supplies. Although shedding its

is making a return into tha U.S.

aluminium market with the acquisition of an aluminium erosol can manufacturing plant in Connecticut from International Container Corporation. not only in Canada but
The French group sold eventually in high technology
its aluminium manufacturing ventures in the U.S.

The decision to buy the aluminium aerosol can plant aluminum aerosol can plant marks a shift in this original strategy and a direct return to the U.S. aluminium market. The French company declined to say how much it would pay International Container.

Pechiney has in the past few reary hope body building up its past. years been building up Its pres-

FFr 3.3bn last year or a little less than 10 per cent of Pechiney group sales of FFr 35bn in Pernod, the French spirits and soft drinks group which

earlier this year reported lower operating profits, is stepping up its dividend for 1984.

ing market through its sub-sidiary Cebal, which owns

plants in France, West Germany

and Italy. Cebal reported sales

Net profits dipped from FFr 430m to FFr 396m (\$43m) last year on sales of FFr 6.6bn, against FFr 5.75bn. But the dividend is going up from uso plantament packag. FFr 27 a share to FFr 28.20.

This announcement appears as a matter of record only.



EUROPEAN INVESTMENT BANK

ECU 150,000,000

93/4 per cent. Bonds due 1995

Issue Price 991/2 per cent.

Amro International Limited

Bank of Tokyo International Limited

Swiss Bank Corporation International Limited

Algemene Bank Nederland N.V. Bank Mees & Hope NV CLN Oyens & Van Eeghen N.V. Nederlandsche Middenstandsbank my Pierson, Heldring & Pierson N.V.

Bank der Bondsspaarbanken N.V. Banque Paribas Nederland N.V. F. van Lanschot Bankiers N.V. Nederlandse Credietbank N.V. Rebobank Nederland

Daiwa Bank (Capital Management) Limited Sumitomo Trust International Limited

Banque Populaire Suissa S.A. Luxembourg

Mitsubishi Trust & Banking Corporation (Europe) S.A. Toyo Trust International Limited

Yasuda Trust Europe Limited

Union Bank of Switzerland (Securities) Limited Bank Leu International Ltd. Compagnie de Banque et d'Investissements. CBI

Bank Brussel Lambert N.V. Crédit Commercial de France

Credit Suisse First Boston Limited

HandelsBank N.W. (Overseas) Ltd

Banca del Gottardo

Banque Générale du Luxembourg S.A. Deutsche Bank Aktiengesellschaft

Morgan Guaranty Ltd

April, 1985

Overland Trust Banca

KabiVitrum drug move angers Fermenta

BY KEYIN DONE, NORDIC CORRESPONDENT IN STOCKHOLM

KABIVITRUM, the Swedish pharmaceuticals group and the world's leading producer of growth hormone, has had to withdraw Crescormon, its most by from the world's profitable product, from the world market, after suggestions

men of dwarfism, accounted for ago.

"I am very angry," said Mr to 34 of the very rare Creutz
"I am very angry," said Mr to 34 of the very rare Creutz
Refaat El-Sayed, Fermenia man
feldt-Jacobs Disease, which attacks the central nervous system.

Skylvirum said vectorial descriptions of the very rare Creutz
World market, after suggestions

W.S. of three people ago.

"I am very angry," said Mr to 34 of the very rare Creutz
feldt-Jacobs Disease, which attacks the central nervous system. pharmaceuticals group and the world's leading producer of in the U.S. that the drug can lead to a fatal brain disease. The withdrawal, which follows talks last Friday with the U.S. Food and Drug Adminis-tration, came only 24 hours before negotiations were due to be completed for the takover of the state-owned KaviVitrum group, by Fermenta, the fast growing Swedisb producer of fine chemicals and pharma-

that the withdrawal of the drug would lead to the loss of SKr 150m-200m in budgeted sales

this year and would cut pro-fits for 1985, by at least SKr 50m to SKr 120m-130m from forecasts of around SKr 180m. Fermenta has been negotiat-ing with Procordia, the Swedish state holding company, for the takeover of KabiVitrum for more than two months, but it learned of the problems with

the final details of the takeover. SKr 180m,

Mr El-Sayed thought the deal would still go ahead with the 100 per cent takeover of KabiVltrum by Fermenta, The deat could be part cash, part shares, with the state taking a minority bolding in Fermenta, Doubts about the Estery of Doubts about the safety of Crescormon, which has 50 to 60 per cent of the world market for

Crescormon, used in the treat- Crescormon less than two weeks arisen after the deaths in the men of dwarfism, accounted for ago.

U.S. of three people eged 21 All three have been treated

for many years with a growth hormona produced by the U.S. National Pituitary Agency. The production technique is similar to that used by KahiVitrum.

The Swadish company has been working intensively on producing a comparable hiosynthetic product, using recombinant DNA but this is unlikely to be approved for general use growth bormones, have for another one or two years.

This advertisement complies with the requirements of the Council of The Stock Exchange of the United Eingdom and the Republic of Ireland and does not constitute an offer of, or invitation to subscribe for or purchase, any securities.



The Royal Bank of Scotland Group plc (Incorporated in Scotland under the Companies Acts, 1948 to 1967, registered number 45551)

Issue of up to

£200,000,000 Floating Rate Notes 2005

of which £100,000,000 is being issued as the Initial Tranche

Issue price of the Initial Tranche 100 per cent. The following have agreed to subscribe or procure subscribers for the Initial Tranche of the Notes:-

S. G. Warburg & Co. Ltd. Bank of Tokyo International Limited Baring Brothers & Co., Limited Credit Suisse First Boston Limited Merrill Lynch International & Co. Samuel Montagu & Co. Limited Morgan Stanley International Orion Royal Bank Limited Sanwa International Limited Williams & Glyn's Bank plc

Charterhouse Japhet plc Banque Nationale de Paris Crédit Commercial de France Kidder, Peabody International Limited Mitsubishi Finance International Limited Morgan Grenfell & Co. Limited Nomura International Limited The Royal Bank of Scotland plc J. Henry Schroder Wagg & Co. Limited Yamaichi International (Europe) Limited

Application has been made to the Council of The Stock Exchange of the United Kingdom and the Republic of Ireland for the Notes to be admitted to the Official List. Interest on the Notes is payable quarterly in arrear, the first such payment being due on 2nd August, 1985. Listing Particulars relating to The Royal Bank of Scotland Group pic and the Notes are available in the Extel Statistical Service and Copies may be obtained during usual business hours up to and including 26th April, 1985 from the Company Announcements Office of The Stock Exchange and up to and including 3th May, 1985 from:—

Laing & Cruickshank, Piercy House, 7 Copthall Avenue,

24th April, 1985

The Royal Bank of Scotland Group pic,

A > 131

INTL. COMPANIES & FINANCE

Group earnings at Honda reach a record Y128bn

BY ROBERT COTTRELL IN TOKYO

HONDA MOTOR Company, the Japanese car and motorcycle manufacturer, achieved record manufacturer, achieved record group net profits in the year to February of Y128.5bn (\$495m), an increase of 34.5 per cent over the Y95.58bn reported for 1983-84. It said the improved profits reflected a better ratio of sales to expenses.

Group sales rose by 11.7 per cent to Y2.652bn from Y2.374bn. Of total sales, 26.5 per cent were mada in the Japanese market.

Car sales in 1984-85 accounted for Y1.620bn, or 61.1 per cent

for Y1.620bn, or 61.1 per cent of the group total, and showed an increasa of 20.3 per cent over 1983-84. In unit terms, 387,000 cars were sold in Japan, a fall of 4.2 per cent, but sales over-aeas rose by 20.5 per cent to 865,000.

Japanese

lift profits

By Our Financial Staff

new outlets.

n plan

. 11.7%

ermena

store groups

SOLID IMPROVEMENTS in

profitability beve been reported by leading Japanese retailers, founded on a sustained growth

Ito-Yokado, a leading super-

Parent company taxable pro-

share and has forecast group net profits for the current year

Among Japan's department

market group, has announced a 20.5 per cent boost in consoli-

Unit sales of motorcycles fell value terms to Y450bm. Motor-by 7.2 per cent to 2.954m, worth cycle sales rose by 6.5 per cent Y423bn. Jepanese unit sales fell to 765,000 units but in value by 14.7 per cent to 1.006m, but overseas sales were more resilient failing by just 2.8 per cent to 1.948m units.

Sales of power products rose by 35.1 per cent to Y235bn, while sales of parts and other revenues increased by 5.7 per cent to Y374bn.

Honda'a announcement also included its parent company annual accounts, and 1984-85 fourth-quarter group algures. Fourth-quarter group sales were 6.8 per cent higher year-on-year at Y700bn, while net income rose by 27 per cent to Y37-6bn. Unit sales of cars increased by 77 per cent to 337-000, repre-

terms fell by 24.6 per cent to Y90bn.

On a parent-company only basis, Honda earned Y32.7bn during 1984-85, a 33.1 per cent increase, while sales rose by 4.5 per cent to Y1.930bn. A final dividend of Y6 per share maintains total payments for the tains total payments for the year at Y11.50, though the amount paid in the prior year included a special 35th anniver-sary bonus of YI. In a forecast of parent com-

pany performance during the current financial year. Honda said it expects net sales of Y2,200bn and net income of Y40bn, and intends to pay a

Heavy equipment division drags UMW into the red

BY WONG SULONG IN KUALA LUMPUR UNITED MOTOR WORKS, the Lumpur Stock Exchange,

in domestic consumer spending and the benefits of launching dated net earnings to Y25.64bn (\$103m) for tha year to February, on sales 6.2 per cent ahead at Y1.057bn. Pre-tax profits advanced by 28.7 per cent

fits rose 21.4 per cent to Y38.67bn while the net result was 18.9 per cent better at Y17.62bn. Ito-Yokado has maintained its dividend et Y19 per

34.5m ringgit on turnover of 394m ringgit,

store groups, Daimaru has reported a return to the black with parent company net earn-

7.7 per cent to 337,000, representing a 15.7 per cent rise in dividend total of Y12.

Malaysian beavy equiment, engineering, and car distribution group, elid into an operating loss of 16.9m ringgit (57m) last year, compared with 1983 profits of 16m ringgit

Malaysian beavy equiment, engineering, and car distribution group, elid into an operating loss of 16.9m ringgit (\$7m) last year, compared with 1983 profits of 16m ringgit.

Turnover fell marginally to 1.13bn ringgit and there was a net loss after tax and minority interests of 32.6m ringgit compared with net profits of 5.7m ringgit.

UMW said the losses were incurred by the heavy equipment and tractors division, which has experienced three successive years of depressed trading conditions largely due to a slow down in the timber logging and construction industries.

The division, which is engaged in a price war to maintain its market share suffered e loss of 34.5m ringgit on turnover of 394m ringgit, and capitalisation of around 450m ringgit. Yesterday, the price was 1.14 ringgit, below the net tanglibla asset backing of 1.4 ringgit, and capitalisation of around 450m ringgit. Yesterday, the price was 1.14 ringgit, and capitalisation of around 450m ringgit. The company as a 35 per ent stake in EON, the sole distributor of the Malaysian national car, which is dne on the streets this September.

Ones of 16m ringgit and there was a 1.25 per ent stake in EON, the sole distributor of the Malaysian national car, which is dne on the streets this September.

Ones

34.5m ringgit on turnover of 394m ringgit.

The company said it was attributed to increased advertising further action to cut costs, reduce stocks, and collect debts, but added: "A turnround isc not expected until mid-1986."

The car division, which distributes Toyota cars, increased months were expected to be pre-tax profits from 12.4m to similar to those achieved in the 18.9m ringgit on turnover up by 11 per cent to 757m ringgit.

The better results were attributed to increased advertising revenue and stable news print costs. The company, which gubblishes the New Straits English-language daily, said earnings for the current six months were expected to be pre-tax profits from 12.4m to similar to those achieved in the 18.9m ringgit on turnover up by 11 per cent to 757m ringgit.

A 12 per cent interim

Adsteam in A\$60m bid for control of Wormald

THE ACQUISITIVE Adelaide Steamship group has bld A\$60.4m (US\$38m) in an effort to lift its bolding in Wormald International, the fire protec-tion and detection company, tion and detection company, from aimost 20 per cent to a controlling 44 per cent.

Adsteam is bidding A\$3.59 each for the additional 17m shares, in line with the market, and the same price paid last week to buy out the Bond Corporation's stake of almost 10 per cent in Wormald.

The deal values Wormald'e ordinary share cepital at A\$250m, although diluted for convertible notes it capitalises

convertible notes it capitalises the company at A\$284m.

Wormald's directors have advised sharebolders to take no

advised sharebolders to take no action and in recent days have made it clear they are opposed to such partial takeover offers where e full premium for control is not paid.

The company has a dominant 50 per cent share of the Australian fire protection and detection market and has significant

tion market and has significant international interests in this field as well as in pumpa and valves through its ownership of the UK-based Mather and Platt. It also owns Ansul, which has about 5 per cent of the U.S. fire protection market.

With one of its main international markets, the oil production and refining industry, in declina in recent yeers, Wormald has been in retreat aince its net earnings peaked at A\$28m in 1981-82.

Recent interim earnings up 12 per cent to A\$11.5m support brokers' forecasts of an im-provement for the year to June from A\$21m to A\$25m.

The Adsteam offer price was over-bid by five cents in the stock market at the close of trading yesterday, underlining the feeling that something closer to A\$4 a share will be required to win Wormald.

Bidding through a company pointly owned by the Adelaids.

jointly owned by the Adelaide Steamship parent and one of its satellites, DJ's Properties, Adsteam has pald around A\$46m for its existing stake.

The company has expanded in the past decade from a staid the operator to a major force in

All of these securities have been sold. This announcement appears as a matter of record only.

April 1985



America West Airlines

3,400,000 Shares

Common Stock

L. F. ROTHSCHILD, UNTERBERG, TOWBIN

DEAN WITTER REYNOLDS INC.

BEAR, STEARNS & CO. LAZARD FRERES & CO.

ALEX, BROWN & SONS MERRILL LYNCH CAPITAL MARKETS **HAMBRECHT & QUIST** PAINEWEBBER

A. G. EDWARDS & SONS, INC.

PRUDENTIAL-BACHE ALLEN & COMPANY

WERTHEIM & CO., INC. F. EBERSTADT & CO., INC.

ROONEY, PACE INC.

LADENBURG, THALMANN & CO. INC.

MOSELEY, HALLGARTEN, ESTABROOK & WEEDEN INC.

ROTHSCHILD INC.

TUCKER, ANTHONY & R. L. DAY, INC.

THOMSON MCKINNON SECURITIES INC.

PIPER, JAFFRAY & HOPWOOD

Bank of Tokyo (Curação) Holding N.V. US\$30,000,000 GUARANTEED FLOATING RATE NOTES DUE 1993

Payment of the principal of, and interest on, the Notes is unconditionally and irrevocably guaranteed by

The Bank of Tokyo, Ltd.

(Kabushiki Kaisha Tokyo Ginko) In accordance with the provisions of the Agency Agreement between Bank of Tokyo (Curaçao) Holding N.V., The Bank of Tokyo, Ltd., and Cltibank, N.A., dated October 16, 1978, notice is hereby given that the Rate of Interest has been fixed at 9½ p.a., and that the interest payable on the relevant Interest Payment Date, October 24, 1985, against Coupon No. 14 will be US\$46.07.

April 24, 1985, London 6y: Citibank, N.A. (CSSI Dept.), Agent Bank

U.S. \$100,000,000



Republic of the Philippines

Floating Rate Notes Due 1986

In accordance with the provisions of the Notes, notice is hereby given that for the six month Interest Period from 24th April, 1985 to 24th October, 1985 the Notes will carry an Interest Rate of 9½% per annum. The Interest Amount payable on the relevant Interest Payment Date which will be 24th October, 1985 is U.S. \$231.93 for each Note of 178.55 000

Credit Suisse First Boston Limited Agent Bank

BARCLAYS BANK OF CANADA

Deutsche Bank AG

MIDLAND BANK CANADA

THE ROYAL BANK OF CANADA

COMPAGNIE BANCAIRE

Algemene Bank Nederland N.V.

Crédit Agricole

BANK OF MONTREAL

BANQUE FRANÇAISE

DU COMMERCE EXTÉRIEUR

🕳 KANSALLIS-OSAKE-PANKKI

CREDIT LYONNAIS

& National Westminster Bank PLC

Schleswig-Holstein

BANQUE PARIBAS

CREDIT LYONNAIS CANADA

Landesbank

SOCIÉTÉ GÉNÉRALE (CANADA)

Société Générale de Banque

Swiss Bank Corporation

Toronto Dominion Bank



estpac Banking Corporation

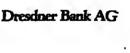
Merrill Lynch Capital Markets serves as dealer for more non-U.S. bank issuers in the commercial paper market than any other firm.







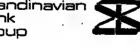


















Scotiabank 3











These securities, together with interest thereon, are not guaranteed by the United States and do not constitute o debt or obligation of the United States or any ogency or instrumentality thereof other than the Federal National Mortgage Association.

NEW ISSUE

20th February, 1985



¥50,000,000,000

Federal National Mortgage Association

67/8% Debentures Due 1992

Issue Price 100 per cent. plus accrued interest, if any.

Nomura International Limited

LTCB International Limited Mitsubishi Trust & Banking Corporation (Europe) S.A. Salomon Brothers International Limited

Amro International Limited Bank of Tokyo International Limited Banque Nationale de Paris Crédit Lyonnais Daiwa Bank (Capital Management) Limited Goldman Sachs International Corp. Mitsui Trust Bank (Enrope) S.A. The Nikko Securities Co., (Europe) Ltd. The Taiyo Kobe Bank (Luxembourg) S.A. Tokai International Limited

Merrill Lynch Capital Markets

BankAmerica Capital Markets Group **Banque Indosuez** Banque Paribas Capital Markets Dai-Ichi Kangyo International Limited Daiwa Europe Limited IBJ International Limited

Morgan Stanley International Nippon Credit International (HK) Ltd. Takugin International Bank (Europe) S.A. Union Bank of Switzerland (Securities) Limited Yamaichi International (Europe) Limited

All of these securities have been sold. This announcement appears as a matter of record only.

April, 1985



S. G. Warburg & Co. Ltd.

ZETA LABORATORIES, INC.

835,000 Shares

Common Stock

HAMBRECHT & QUIST

L F. ROTHSCHILD, UNTERBERG, TOWBIN

ALEX. BROWN & SONS

DILLON, READ & CO. INC.

DONALDSON, LUFKIN & JENRETTE

LAZARD FRERES & CO.

DREXEL BURNHAM LAMBERT GOLDMAN, SACHS & CO. E.F. HUTTON & COMPANY INC. KIDDER, PEABODY & CO.

MONTGOMERY SECURITIES

MORGAN STANLEY & CO. PAINEWEBBER

PRUDENTIAL-BACHE

ROBERTSON, COLMAN & STEPHENS

SHEARSON LEHMAN BROTHERS INC.

SMITH BARNEY, HARRIS UPHAM & CO.

WERTHEIM & CO., INC.

DEAN WITTER REYNOLDS INC.

ALLEN & COMPANY

LADENBURG, THALMANN & CO. INC.

ABD SECURITIES CORPORATION

OPPENHEIMER & CO., INC.

EUROPARTNERS SECURITIES CORPORATION ROBERT FLEMING KLEINWORT, BENSON THE NIKKO SECURITIES CO.

CAZENOVE INC.

DAIWA SECURITIES AMERICA INC.

NOMURA SECURITIES INTERNATIONAL, INC.

SANYO SECURITIES AMERICA INC.

SOGEN SECURITIES

SWISS BANK CORPORATION INTERNATIONAL WOOD GUNDY CORP. YAMAICHI INTERNATIONAL (AMERICA), INC.

This advertisement is issued in compliance with the requirements of the Council of The Stock Exchange. It does not constitute an invustion to the public to subscribe for or purchase any shares.



CityFed Financial Corp. (Incorporated with limited liability in the State of Delaware in the United States of America)

50,000,000

Shares of Common Stock of U.S. \$0.01 par value

Issued and reserved for issue at 1st April, 1985* 15,534,758

*including 2,058,000 shares reserved for issue CityFed Financial Corp. (the "Company") is the holding company of City Federal Savings and Loan Association, the largest savings and loan association in the State of New Jersey in terms of assets. The Company, through its subsidiaries, offers a wide range of financial services particularly in the areas of mortgage lending and mortgage banking, consumer lending, commercial lending and real estate development. The principal executive office of the Company is located at 293 South

The Company bad consolidated total assets of U.S. \$7,595 million and stockholders' equity of U.S. \$313-6 million at 31st December, 1984; net income for the year ending 31st December, 1984 was U.S. \$68.7 million. Application has been made to the Council of The Stock Exchange for the admission to the Official List of all of the 15,534,758

shares of Common Stock of the Company issued and reserved for issue. Listing Particulars relating to the Company are available in the Extel Statistical Service. Copies of such particulars in book form may be obtained during usual business hours on any weekday (Saturdays and public holidays excepted) up to and including 26th April, 1985 from the Company Announcements Office, Quotations Department, PO Box 119. The Stock Exchange, London EC2P 2BT and up to and including 8th May, 1985 from the principal executive office of the Company and:

Credit Suisse First Boston Limited 22 Bishopsgate, London EC2N 4BQ

> Laing & Cruickshank Piercy House. 7 Copthall Avenue.

24th April, 1985

London EC2R 7BE

INTL. COMPANIES & FINANCE

Bernard Simon on a Francophone group's success in English Canada

Montreal bank makes it the Big Six

THE SELECT group of Canada'a newspoper advertisements that Big Fiva banks has begun in their money was safe. in last month's Governmentsponsored rescue of a small Edmonton bank, and many Toronto securities analysts now include six, rather than five. based group that bas drawn attention in the past three years by turning a loss into some of the most impressive financial results posted by any Canadian

hank,
National Bank's share price cent, National'a return stood at the bas almost trebled since 1983, 18,9 per cent.
Both luck and skill have to the turnround. Stock Exchange president, is often mentioned as heiug perhaps the next Governor of the

Bank of Canada. The entry of a Francophone iostitution ioto the first league of Canadian hanking has a wider significance, epitomising the growing respect heing given outside Quehec to French Cana-dian business. Several other companies — the publishing group Quehecor is one example —have recently made their mark in English Canada.

National Bank's success also reflects the gradual recovery of Montreal's reputation as a stable financial and husiness rentre, dispelling much of the uncertainty at the height of the drive for Quebec sovereignty in the 1970s.

That nervousness is still reflected in relatively low price/earnings multiples of many Quebec-based companies, includ-Quebec-based companies, including National Bank, quoted on the Toronto Stock Exchange. But Mr Roy Paimer, banking analyst at Alfred E. Bunting and Co, the securities firm, argues that "the prejudire against Quebec stocks is waning." He predicts that investor acceptance of higher PE ratios acceptance of higher PE ratios will push National Bank's share

price still higher this year. National Bank was formed in late 1979 by a merger between the Provincial Bank and Bank Canadian National. Problems stemming from the amalgamation of two disparate organisa-tions, plus soaring interest

rates, contributed to a sbarp deterioration in performance, culminating in a C\$9m (U.S.\$6.7m) loss in 1982.

The bank cut its dividend, and was forced to reassure depositors through a society of

open its doors to a sixth The transformation since member. Six banks participated then has been remarkable. Net income of C\$39.8m in the three months to January 31 was 50 per cent higher than a year earlier. National's assets grew by 15 per cent to C\$19.8bn at the end of January, and its institutions in their reviews of the end of January, and its the Canadian banking industry. The newcomer is National Bank of Canada, the Montreal-Dominion Bank among its larger competitors. The average first quarter return of the other five

was 0.54 per cent.

While the Big Five posted an average return, on common sbareholders' equity of 14.1 per

National Bank was too pre-occupied with its problems in Quehec to follow other banks' stampede to Western Canada during the energy boom of the late 1970s and early 1980s. As a result, it has not been scarred by the consequent stump of western energy and property markets.

The value of its non-performing loans in Canada has dropped in the past five years from C\$194m to C\$157m.

At the same time, the bank has taken firm action to strengthen its financial position. A 59 per cent increase in capital since November 1982 coupled with strict control on asset growth has boosted National's capital ratio from 4 per cent in fiscal 1983 to 6 per cent in the three months to January. Instead of lagging the Big Five, it is now shead of most of them. National bas closed more than

National bas closed more than a quarter of its branches in the past four years, and trimmed 3,500 from its workforce. Non-interest expenses have edged up by a modest 2.5 per cent in each of the past two years.

The hank still relies on Quebec for more than balf its total buainess. Mr Bélanger sees no point in lowering this dependence by giving up market

dependence by giving up market share in the province. He argues that such a move would play into the hands of competitors, including the powerful caisses populaires, the co-operative credit unions, Since last May, National has set up over two dozen "commercial lending centres" in Quebec to maintain its dominance of the small and medium corporate market there.

than a tenth of Fewer National'a 580 branches are outside Quebee and Ontario. Although plans are afoot to double the number of offices in Ontario (there are now about 60), the cost of setting up an extensive branch network has dampened National's ambitions in the retail market. Instead, it bas agreed to share autoteller mochines with Bank of Nova Scotia, Canada's fourth largest bank, which has

Governor of the Bank of Canada

a large countrywide branch net-work, but will benefit from National's atrength in Quabec. Meanwhile, a newly-formed corporate banking division posted a 40 per cent growth in assets in the 1984 fiscal year, and now manages about a quarter of National Bank's loan portfolio.

portfolio.

The fastest growth has come in the U.S., which now accounts for about 6 per rent of total assets (C\$1.2bn). up from 2.5 per cent two years ago. National recently opened offices in Dallas and Atlanta to augment those in New York and Chicago.

According to Mr Bélanger, the bank is concentrating on two types of business in the U.S.: participation in loans to large (predominantly East Coast) companies, and a wide range of services to medium-sized firms as one of four or five regular bankers.

adds wryly that, as a Frenchspeaking institution, the bank has easily resisted the lemptation of sending foreigners into an unfamiliar market, In Canada, too, Nalinnal prefers to play down its Francophone Links, by appointing English-speakers to senior positions out-

sido Quebec. Outside North America, the bank is trying to expand its business in South-East Asia, but remains burdened by the heaviest exposure to Latin America among major Canadian banks. Analysts view the high level of Latin American loans as national's most vulner-

able spot.
Loans to Latin American and
Caribbean barrowers made up 9.7 per cent of the bank's assets on Seplember 30, with about two-thirds to Brazil and Mexico. The sentitivity of its financial results to developments in this region was clearly illustrated in results for the first quarter of the 1985 fiscal yeor.

Collection of overdue interest from Argentina represented mure than one-sixth of Income during the quarter. Thanks largely to a return to normal. status of some Argentine borrowings, non-performing loans dropped during the three months by 27 per cent to

National has raised its pro-visions on risky sovereign loans to 7.1 per cent of outstanding debts. Mr Belanger says that provisions for its exposure to atin America are adequate.

Some onalysts also worry about that Nationol Bank lacks the management depth to cope with rapid expansion outside its home base of Quebec. Mr Belanger says that the criticism waa valid five years ago, but argues that - with the excep-tion of the division specialising in small ond medium commercial loans - the problem has been solved by recruitment outside the bank, partly from the

The truth of that assertion may be put to the test soon. Mr Belanger, aged 55, says that does not believe a chief executive should remain in office for more than seven to Although small in comparision with the big New York and California banks, National the starting date should be the (U.S.36.7m) loss in 1982, medium corporate market there.

The bank cut its dividend, and was forced to reassure its base by rapid growth outdepositors through a series of side Quebec, especially in the and Sunbelt institutions will Provincial Bank nine years upo.

APPOINTMENTS

Babcock-Bristol managing director

mr Jona S. Singiston das been appointed menaging director of BABCOCK-BRISTOL, the lead company in the control engineering activities of Babcock International. He was managing director of Kone Marryas Scott.

Mr Curtis Roberts, a main board director of PRITCHARD SERVICES GROUP, has taken responsibility for Pritchard's North American interests. Mr Roberts, who has been with the group for some 12 years, bas extensive previous experience of managing the group's U.S. and Canadian husinesses.

Mr C. H. C. Scott becomes senior partner of GOULDENS, following the retirement of J. E. B. Rae, who will remain a con-

managing the group's U.S. and Canadian husinesses.

Mr C. H. C. Scott becomes senior partner of GOULDENS, following the retirement of J. E. B. Rac, who will remain a consultant.

Mr Peter Haworth has been appointed finance director of SEKERS INTERNATIONAL. He succeeds Mr Aubrey Pen
Mr Description of Sekers in September last in Johanneaburg on Juty 1. Mr Steve Hilherd, accreating Engineering, Succeeds Mr Woodcock as secretary, Hunting Engineering, Succeeds Mr Woodcock as secretary of Hunting Associated Industries.

Mr Geoffrey Burdett, bead of Public affairs of NATIONAL He succeeds Mr David Liewellyn who has been chairman of the Committee for the public affairs of NATIONAL He succeeds Mr Aubrey Pen
ADAM AND COMPANY has

year and was appointed company secretary in November.

Mr Brian Stairs bas joined the board of HUNTING ASSO. CIATED INDUSTRIES. He bas also heen appointed a director of Hunting Survey and Photographic. Mr Rowland Woodcock is relinquisbing his appointment as company secretary of Hunting

mington, who retires at the end of July.

**

Mr C. G. M. Wishart has been appointed to the board of ABACO INVESTMENTS follogous underwriting agency. Linguism for the past 12 years where he was investment director. The past 12 years where he was investment director. The past 12 years where he was investment director. The past 12 years where he was investment director. The past 12 years where he was investment director. The past 12 years where he was investment director. The past 12 years where he was investment director. The past 12 years where he was investment director. The past 12 years where he was investment appointed to the board of the past 12 years where he was investment director. The past 12 years where he was investment director. The past 12 years where he was investment director. The past 12 years where he was investment director. The past 12 years where he was investment director. The past 12 years where he was investment director. The past 12 years where he was investment appointed to the board of the past 12 years where he was investment appointed to the board of the past 12 years where he was investment appointed to the board of the was investment appointed to the board of the past 12 years where he was investment appointed to the board of the past 12 years where he was investment appointed to the board of the past 12 years where he was investment appointed to the board of the past 12 years where he was investment appointed to the board of the past 12 years where he was investment appointed to the board of the past 12 years where he was investment appointed to the board of the past 12 years where he was investment appointed to the board of the past 12 years where he was investment appointed to the past 12 years w

John Charcol.

Mr A. N. Crow and Mr T. M. Gittingham have been appointed to the hoard of EFFOLD PROPERTIES a subsidiary of Globe lovestment Trust, involved in agricultural land and forestry.

Mr John Turuer is to be the mext chairman of the BUILDING REGULATIONS ADVISORY COMMITEE Mr Turger, who is financial controller of Globe.

CONTRACTS

£7.4m work for Edmund Nuttall

EDMUND NUTTALL bas here awarded the 17-4m contract for the first ange of Trust Securities.

**The project includes a comment of the project includes and the project includes the execution of a the project includes and the project includes the execution of an 800,000 c. the project includes and the projec

roll and pitch, wind and speed inputs, are translated into the formata required by user equipments. Outputs to navigation and weapon systems are provided in synchro and digital forma Embedded terminals enable all data to be interfaced directly to the vessel's combat system and is expected to last two the vessel's combat system and the vess

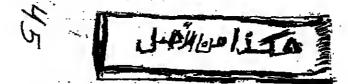
of S400 fibre-kilometrea of cable are of a low cost ribbon design.

Marathon Oil UK's order for electric cable for the £1,732m been awarded to BICC General Cables. The £2.9m service contract lociudes provision for cable gland terminations from BICC Components. The deal involves high-voltage cables up to 13.8 kV. 600/1000 V cables for power control, as well as instrumentation and communication cables. Work starts this month

Included in the project are two Instru reinforced concrete deck hridges, a 108 metre continuous four-span over the Great Ouse River and a continuous three-span over the A5134 road. Project completion is scheduled in 91 weeks.

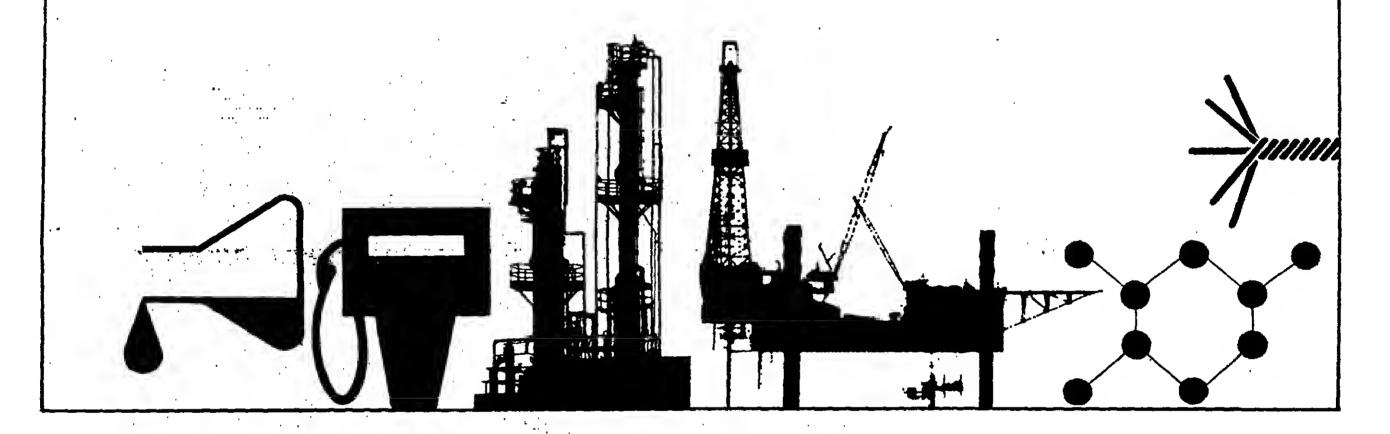
won three contracts totalling over £3.7m in the Shctiands. The largest, worth £2.8m, is far an oit rig service hase at Dales Voe. The ctient is Lerwick Harbour Trust and work involves the construction of a tubular pited jetty with a berihing depth of over 12.5 melres at low tide, hacked by a storage and fabrication area in excess of 20,000 sq metres. The smaller contracts, both for Shetland Island Council, comprise a roll-on roll-off jetty

A Stirling civil engineering firm bas won a fl.7m contract to carry out work at Control Region's main reservoir, at Carron Valley, Stirlingshire, GLEESON CIVIL ENGINEER-ING beat seven other companies to wio the contract, which involves strengthening and raising the main dam at the reservoir.



Standard Oil Company (Indiana) is changing its name to Amoco Corporation.

(Our New York Stock Exchange symbol is AN.)



You already know our operating companies and our European subsidiaries:

Amoco Production Company

Amoco Oil Company

ctor

Special Annual Control

Amoco Chemicals Corporation

Amoco Chemicals Belgium N.V.

Amoco Chemicals (Europe) S.A.

Amoco Denmark Exploration Company

Amoco Espana Exploration Company

Amoco Europe and West Africa, Inc.

Amoco Fabrics - Europe

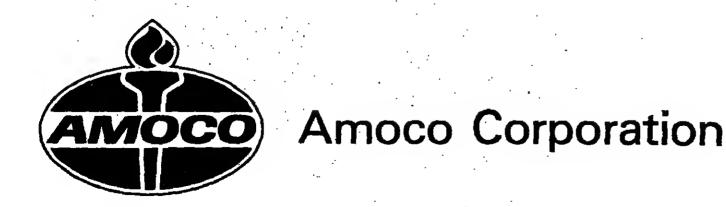
Amoco Netherlands Petroleum Company

Amoco Norway Oil Company

Amoco (U.K.) Exploration Company

Amoco (U.K.) Limited

Now, our entire corporate family is proud to carry the Amoco name.



Burnett given breathing space by banks

to reduce mounting debts,

The company, which grew rapidly as a etock market star and bten crasbed out of favour after encountering a series of problems, plans to sell all but what it now considers to be core defined yesterday by Mr Erlc Grayson, chairman, as 'mining and marketing coal on an international basis."

The first of its divestitures was announced yesterday. Powell Duffryn, the diversified industrial group, is buying UK Petroleum Products (UKPP), Burnert's profitable oil products distribu-

Burnett & Hallamshire, the being financed through a vendor troubled coal and property group. placing of 4.3m shares, about disclosed yesterday that it had won several months' grace from It said UKPP will complement its bankers while it formolate a divestiture programme designed activities. taking it for example activities, taking it for example into the retail market for petrol

for the first time.

The City's attention, however, was focused on Burnett, which bad been thought to be sur-mounting its tropbles until a surprise announcement at the end of February that it was in talks with its bankers, led by Barclays Bank.

Yesterday, it said that the banks, numbering over a dozen,
"have agreed to hold their
facilities in place on an interim
basis and to provide a standby
facility to the group."

Results for the year ended March 31 1985 are likely to be delayed and "the board believes that significant provisions and write-downs will be required in the accounts," Burnett said.

Mr Thomas Carlile, deputy chairman and managing director of Babcock International uotil his retirement last year, is assuming a semi-executiva role as deputy che nan of Burnett to coordinate the group's divestitures and reorganisation.

Mr Grayson said the emphasis would be on reducing debt through the proceeds of sales of divisions — including U.S. and UK coal-related activities contion subsidiary, for £10.3m. The standstill period, under-sidered to be non-care — and Powell Duffryn's purchase is stood to last into June, will that a capital reconstruction for

Burnett bas made po progress towards selling its six Califoroian property developments—none of which is fully let — and is now prepared to eell some of them below book value. Lack of tenants bas so far prevented the sale to location and the sale sale to Institutional buyers for the properties' rental streams, Mr Grayson said, but Burnett is now hoping to achieve full tenancy at some and to sell the others in their unlet etate.

A further thorn in the company's side is its presence in Iraq, where it has 100 staff and a dozen construction cootracts which are virtually complete but cannot be handed over because of the Gulf War, Mr Grayson said. Additional provisions will be needed against these con-

Burnett was bit enterely last year by the UK muers' strike, but says its activities returned to normal within a mooth of the strike's end. Its South African associate, Rand Londoo — cause of the company's first sbock disclosure in 1983 — is continuing a recovery and has encouraging prospects, Buroett said.

Burnett's profits fell from £30m to £3.8m in the year ended March 1984 and declined further in the first half of 1984-85. Net dehts were £50m at March 31 1984, but were actually believed to be larger because of offbalance sheet loans to finance joint ventures including the Callfornian property ventures.

The share price, as high as 190p earlier this year, fell 3p yesterday to 52p but stayed above the year's low 35p.

Bat's debt ratings lowered

The purchases of Hambro Life and of Eagle Star (for 1968m in early 1984) were both largely financed by horrowings and pushed up debt as a share of capital, 5 & P said.

Total debt rose to 28.

Standard & Poors, the U.S. credit rating agency, has lowered its ratings for BAT Industries' debt following the tohacco-based conglowerate's purchase of Hambro Life Assurance for f653m last last December.

complete the Hambro Life purchase, S & P added.

Liquidity, traditionally a strength of the company, has also been somewhat reduced but although BAT's capital structure ings and translates almost automatically on to your debt rating. matically on to your deht rating.
"We are still at the top end of
the league table. We foresee
little impact on our large

early 1984) were both largely financed by horrowings and pushed up debt as a share of capital. 5 & P said.

Total debt rose to 35.7 per cent of adjusted capital by the end of 1984, reflecting the Eagle Star purchase compared with 27.3 per cent a year earlier. Additional debt bas been incurred in 1985 to

Wyko's 25% placing on USM

Wyke Group, a west Midlands-based distributor and manufac-turer of bearings and power transmission components, is join-ing the small group of engineering companies quoted on the

Barclays Mercbant Bank is placing 4.3m shares, or 25 per cent of the equity, with the belp of Birmlngham stockbroker Murray and Co. At the 68p placing price, tha company will bava a market capitalisation of £12m.

Of the shares placed, 1m are new shares sold to raise £505,000 for the company, which will be used to reduce bank debts and to fund future investment.

Wyko, formed in 1962 by its chief executive Mr Pbilip White, has grown by building up its manufacturing and distribution activities in the UK, and more recently expanding abroad, par-

ticularly in West Germany, the U.S. and South Africa. Overseas sales, including exports, now account for about 40 per cent of

In the past five years, Wyko's profits bave increased strongly, although unevenly. After £422,000 pre-tax on sales of £12.2m for the year to the end of April 1980, profits dropped sharply in 1981 with the impact of the recognition before recover. of the recession before recover-

They fell again in 1983 to a low of £285,000 when the company invested heavily in expanding product ranges and the management team. However, Wyko bounced back to film on sales of £19.8m in 1984 and £891,000 on sales of £11.8m for the first half of 1984.85.

Wyko is forecasting pre-tax to start next Monday.

April of not less than £1.8m pre-

At the placing price, the price/ earnings multiple is 11.7, given a 43.1 per cent tax charge. The indicated yield is 5 per cent.

The group's biggest business is tts UK distribution company. which has 22 branches across the country, supplying both large and small customers. The UK manufacturing operations con-centrate on making industrial gearboxes for process plant com-panies in a wide range of in-

dustries. The group sees prospects for expansion overseas as being particularly encouraging. It believes it can use its engineering skills to service the needs of customers in many countries.

Dealings in Wyko are expected

British Empire Trust plans £22m rights issue

BY TERRY POVEY

British Empire Securities and London. Imperial Life will General Trust (BESG), has an retain the other 75 per cent nounced plans for a four-for-one of Laurentian, rights issue at 28p, yesterday's market price. The 81.26m new Comment shares will raise almost £22m after expenses for the invest-ment trust company.

ment trust company. This rights issue from BESG, which has net assets of f7m, follows major changes in the company since February 1884 when Imperial Life Assurance Company of Canada, currently bolder of just under 30 per cent of the outstanding shares, took over the investment management of the company. Since that time BESG has concentrated its holdings to that the company is the company of the company.

BESG has concentrated its holdlngs so that at the end of last
mooth as much as "5 per cent
of its invested funds were beld
in its top 25 investments.
The unaudited net asset value
per share of BESG has risen to
34.5p at March 31 from the 29.7p at the end of September. As with most investment trusts, BESG has nearly always traded at a discount to its net asset

Imperial Life has announced that it will subscribe to 14.24m sbares—less than its full entitle-ment—which will reduce its ment-which will reduce its holding of the expanded capital

The smaller shareholders in BESG must he a bit non-plussed by such a large rights issue being made at an almost 19 per cent discount to net asset value. Whatever they do short of throwing out the scheme at the May 10 chareholders' meeting will see them losing out in an arrangement that amounts essen. will see them losing out in an arranjament that amounts essentially to the restructuring of Imperial Life's London investment management activities and the introduction of a new partner, Woodruff, Since Imperial came into BESG's life two years ago the small investment trust ago the small investment trust has been transformed into a special estuations trust. When Imperial took over the manage-meet of BESG many of the private shareholders moved out -now it seems it could be the turn of these to leave (market rumour bas it that Save and Prosper departed last week). It could even turn out that the problems the rights issue is ment—which will reduce its holding of the expanded capital to 20 per ceot.

William K. Woodruff, a Dallasbased investment hanking and securities company, is to take np to 24.6 per cent of the proposed rights issue—giving it almost while the discount on the net 20 per cent of the enlarged capital—on bebalf of its clients. May 10, BESG (in reality Woodruff is also to take a 25 Imperial Life and Woodruff if this scheme goes through) will

per cent stake in Laurentian this scheme goes through) will Asset Management, the vehicle have to convince shareholders through which Imperial Life that this is really the way to manages its investments in improve things.

Fairdales integration boosts **Moss Bros**

Moss Bros, the clothes retailer and formal wear hire company. earned a record £1.02m pre-tax in 1984-85 with profit margins benefitting from economies of scale achieved following the integra-tion of the 22 shops acquired via the purchase of Fairdales in 1982.

The group, which has 57 outlets throughout the couotry, attained the result on turnover 8 per cent higher at £18.11m, compared with £16.79m, which geograted a profit of £649,000. Mr Manny Silverman, the chief executive, says that while the company dominated the formal wear hire market the strongest growth will come from retailing

good quality men's, women's and children's clothing. A planning application has been submitted for redeveloping 130ss Bros's flagship etore in Covent Garden, London, to serve the increased oumber of visitors

The dividend for the year to The dividend for the year to January 26, 1985 is being raised by 25 per cent from an equivalent 3.99p to 5p with the directors recommending a final payment of 3.46n.

Earnings per share, after tax of £392,000 (£254,000), rose from 13.08p to 20.63p.

comment

to the area.

A clothes hire firm that holds a lunchtime press conference inside its main etore and turns away the dozen or so enquiring pany that one would associate with a multiple of over 20 times reported earnings and a yield colless than 2 per cent. Investors had got so excited at the prospect of a big improvement from Moss Bross that the sharcu actually fell after the figures were released. A leap of over 50 per cent in profits won't be repeated in the current year, as the economies of scale from Fairdales, bought at the end of However, there is evidently pleaty of scope to increase efficiency further, and on volume up so far this year by 10 per cent, 1985 profits could be as much as £1.25m. A prospective p/e of 16 on a price of 398p and on a 40 per cent tax charge may not be too high. Moreover, the company's Covent Garden pre-mises are worth a minimum of £1 per share— and Moss Bros are waiting for GLC approval for a £10m redevelopment plan that would create 40,000 square feet of lettable office space. Potential bidders could be frustrated by tight family control of the sbares.

Dividends shown pence per sbare net except where otherwise stated. *Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues. ‡USM stock. †Unquoted stock. bidders could be frustrated by tight family control of the sbares. **Preferred ordinary. †TDeferred ordinary.

Kwik-Fit recovers on increased market share to £4.2m

TRADING IMPROVED significantly in the second half at Kwik-Flt (Tyres and Exhausts) Holdings to leave the group up on the full year following an interim downturn.

After a considerably higher rharge for interest payable at \$2.02m against \$1.63m, the taxable result came out at \$4.23m, against \$4.15m for the year to February 28 1985.

The directors say that the first six month saw aggressive price

six month saw aggressive price competition at the retail level of the exhaust market due to the the exhaust market due to the dumping of stocks by manufacturers. Steps taken to increase the group's share of the tyre and exhaust replacement business and tight control on costs, using its computerised information systems, produced the second half upturn.

The final dividend is increased from 0.7843p to 0.9411p per share for a total of 1.7254p (1.5886p). Earnings per share are given as 5.15p (5.12p) before extraordinary debits of f497.000 (nil).

Turnover increased by £5 9m to £61.19m.

to £61.19m. As regards current trading the directors say that the first seven weeks have seen substantial increases in turnover compared with the same period last year, and that these, together with the planned opening of a further 30 specialist repair outlets and the introduction of own brand products and new services should esult in a year of "significant progress."

comment The 15 per cent drop in demand for exhaust replacements that

Kwik Fit 15 Percent

once-off effect of the improved exhausts behind it, the company is now looking for an end to the problems of early 1984. Some 22m ears (up from just under 2m) went ti rough its boys in the year. The French connection, six denots in the Taris region, has been severed, so ending the small but steady tosses (£200,000 last year) made on this venture—the almost I m extraordinary debit is a provision for the algorithm course of this hutings. elesure costs of this husiness.
The newly introduced profitsharing scheme for depot managers is producing cost savings
without increasing the ratio of wages to turnover. However, the group's shares have been underfor exhaust replacements that group's shares have heen linderripped Kwik-Fit in the first performers for some time and half now seems to have been are still struggling to hreak out overcome. Longer-lasting exof the historically low 30-40p haust systems fitted by car price range in a decisive manner, manufacturers are now apparently falling off, blowing out marked the company up to 15m or just rusting oway at a rate sufficient to increase both turnover and margins. With the 20 per cent tax rate.

DIVIDENDS ANNOUNCED

		Date	COTTC-	TOISI	10171	
	Current	of	sponding	for	last	
	payment	payment	div.	year	year	
oustead	. Nil		NiI	Nil	0.5	
ritish Empireint	. 0.2	May 23	0.2	_	0.9	
lement Clarke	2.89	June 14	2.75	4.33	4.06	
ooper Industries	0.45	July 1	0.5	0.75	0.5	
nglish National**	4.6	July 2	4.1*	7.7	7.03*	
nglish National !!	2.15	July 2	1.23*	2.85*	1.88*	
wik-Fit	0.94		0.78	1.73	1.57	
oss Bros	3.46	-	2.71"	5	3,99*	
cott & Robertson	1.6	June 6	1.25	2.5	27	
cottish Citiesint	6	_	4		14.5	
at-Plust	1,5	_		2		
1-1-1						_

LOOK WHAT WE'RE

"I'm very pleased to say that our new manufacturing facility in Washington is not only making high-quality industrial cable. It's making money as well. That's due, in some part, to the extremely positive attitude of our workforce up here. They've given us productivity equal to that of our parent company in Norway. They've reduced absenteeism to below the Norwegian average. Their time-keeping has always been

We've negotiated a one-union agreement that also contains a no-strike commitment. We've found union officials extremely helpful and constructive. In fact industrial relations are

We're very pleased to have settled down in this area of the United Kingdom." BRITAI

because we have the right approach to encouraging investment. From national government to local authorities, from management to trade unions, well work to make your move to Britain a success. We have the labour skills, with one of Europe's best trained workforces, and we have the infrastructure for supply and distribution. And, with our special position in the international financial world, we

offer the security you need. Talk to your nearest British Consulate for information on the benefits of locating in Britain. Or write to: Mike Gooch, Invest in Britain Bureau.

 Department of Trade and Industry. In Britain, thousands of European companies are making money That's ENGLAND NORTHERN IRELAND SCOTLAND WALES Telex 8813148 (D1HQG)

Money is our business

When Union Discount was formed in 1885, it was a pretty cosy world. Queen Victoria was on the Throne, the Empire was still expanding, the industrial revolution had. made Britain the world's greatest powerand the pound was worth five dollars.

We don't need to remind you how things have changed.

But we do want to remind you of the reasons why we are still leaders in the money. markets - and stronger than ever because of our ability, developed over a century, to

adapt and be flexible, to react very fast to circumstances.

Radical changes are taking place again in the City of London and that is why we are applying to become a primary dealer in our own right on the new gilt-edged market.

This capacity-added to our traditional money market operations - will enable us to continue to serve effectively the expanding interests of our customers. For the next 100 years.



The Union Discount Company of London, p.l.c.

39 Cornhill, London EC3V 3NU. Telephone: 01-623 1020. Telex: 886434 13 Charlotte Square, Edinburgh EH2 4DJ. Telephone: 031-226 3535.

UK COMPANY NEWS

Lionel Barber looks at the takeover battle going on at Ingall

Why all's not so friendly in the parlour

OPERATION FARSIGHT began inside the Greater Midlands Co-eperative Society in Blumingham last autumn. The target: Ingall Industries, an aggressively expanding funeral business also based in the Midlands and the UK's only fully quoted funeral director.

director.

The code-name "Farsight" comes from the Co-op's purchase of an off-the-shelf company, renamed in a cloak-and-danger operation which hardly squares with the lacklustre image often attributed to the co-operative movement.

attributed to the co-operative movement.

But this is not the only twist in the subsequent £7.3m bid battle which has erupted for control of a chunk of the UK funeral business.

The Greater Midlands, the friendly society turned aggressor, has found its first excursion into the stock market chastening experience.

Last week Ingall advised by

Last week, Ingall, advised by County Bank, produced a defence document which, even by today's standards, was hard-hitting.

standards, was hard-hitting.

In short, it told its shareholders that, having taken
Queen's Counsel opinion, it
understood that the Co-op's
funeral activities were in breach
of its constitution, that is to say,
ultra vires.

The allegation, in response to
information in the Co-op's offer
document, is now hefore tha
Takeover Panel. The Panel says
it cannot remember having to
sdjudieste on such a matter.

Perhaps, mere significant, is that they are competing in a that Ingall's complaint has allowed it to make two damaging claims: that the Co-op could be forced to repudiata the bid and that its banking facilities could that its banking facilities could the competing in a market which is at best stagnation in a market which is at best stagnation in a market which is at best stagnation is due to the declining death rate in Britain. Most funeral directors are still family moved and have found it.

'Funeral parlours were fine for the fathers, but

you often find the sons want something better

than being on call 24 hours a day'

be withdrawn if it is found to be acting ultra vires. acting ultra vires.

"Nonsense," says Mr Norman Reid, the Greater Midlands Scotsborn finance director, who points out that the Co-op has been in the funeral hosiness since the 1930s and its own Queens Counsel has given the Co-op a clean bill of health. Those less familiar with the funeral market may he at a less to understand why this hid battle has generated so much heat, particularly when both parties admit

Market stagnation is due to the declining death rate in Britain. Most funeral directors are still family-owned and have found it difficult to remain independent. In a fragmented market, those firms like Ingall have found

ready sellers.

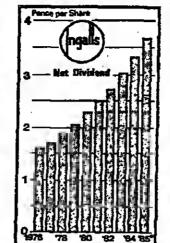
In the past year it has acquired three family businesses, boosting its number of funeral sites to 53.

"Funeral partours were fine for the fathers," explains Mr John Boodla, Ingall's chairman and a lawyer by training, "hut you often find the aons want something better than being on call 24 hours e day, 365 days a year."

Ingall's string of acquisitions has enabled it to creats economies of scala, not just in staff hut also in hearses. Like Mr Reid, Mr Boodla agrees that once you reach a certain size, the funeral business can provide a sound and steady scorce of income.

This is the attraction for the Greater Midlands Co-op. Two years ago it drew up a five-year corporate plan centring on three areas: the £37m-a-year dairy production and distribution operations; ambitious plans to open new Sainshury-sized superstores; and the expansion of its funeral and the expansion of its funeral husiness, currectly turning over £2m 8 year but which would grow fourfold if it acquires Ingall.

"We are not a dazy co-op," says Mr Reld, "we are now trying to be n lot more commercially minded."
In the past 18 months, the
Co-op has opened three now



superstores, bringing its total to five. The capital investment pro-

conservatively presented balance sheet has allowed Ingall to srgue that it is overborrowed, though this ignores the Co-op's substantial assets which have net been revalued for what Mr Reid describes as a "very long time" and the future proceeds from the freeheld sale.

Attacking the Co-op's balance-sheet could prove counterproductive. The Co-op, advised by Menchester Exchange Trust, plans to criticise lngall'a gearing (net debt is up frem £588,000 to £1.17m on shareholders' funds of £2.93m). It will also criticise lngall's recent profits record:

of £2.93m). It will also criticise Ingall's recent profits record: fer the six meeths to last Darember, Ingall only scraped an increase of £8.000. 10 £280.000 though it is predicting a comfortable rise over last year's annual pre-tax profits of £842.000.

In the final resort, much will depend on the Co-op's ability to persuade Ingall shareholders to take cash rather than paper which, being a friendly society, it cannot offer.

In the past three years, the Co-ep has kept all quiet eo the acquisition front because, Mr. Reid says, cash offers for privately owned businesses can land the acceptors with capital gains tax.

gramme will increase with the sale of the freehold for its store to the centre of Birmingham. Mr Reid says the sale should raise more than £25m and should go through in the next few weeks.

To Ingall, this and slike jam tomorrow. Mereover, the Co-op's at Ingall, "it is miserly."

Henry Ansbacher disposal

BY DAVID LASCELLES, BANKING CORRESPONDENT

Henry Ansbacher, the merchant banking group, has hived off its international project finance operation to a group of employees headed by Mr Paul Slater, president of its New York subsidiary.

A new company called First International Capital Corporation has been set up in Bermoda to assume the business. It is 70 per cent owned by First International Holdings and 30 per cent by Ansbacher, which is also advancing s Sim loan to the new venture to be repaid out of profits.

ANNOUNCED

iness

HOLDINGS plc

Prospectus forecast

for 1985

Results in brief

Profit before tax

Dividend per share

Earnings per share

Turnover

1984—Record Profits

* Pre-tax profits advance by 41%

higher than last year's £541,000.

another very good year."

* Dividend recommendation exceeds

* Capital expenditure of £2.5m planned ...

"The current year has started very weil.

Profitability has improved considerably. We

expect half year profits to be appreciably

The directors expect that 1985 will be

Copies of the Report and Accounts will be available from

The Secretary, Heanor Gate, Heanor, Derbyshire DE7 7RG

Granville & Co. Limited

Member of The National Association of Security Oselera g Lovat Lane London EC3R gDT Telephone 01-621 1212

Over-the-Counter Market

R. Stone, Chairman

Year ended 31 December

1983

C0003

22,149

-- 886

13.3p

10.5 8.3

\$1.2

1984

2000

25.451

1,249

2.5p

16.8p

also advancing a Sim loan to the new venture to be repaid out of profits.

Mr Sleter said the new company will concentrate on specialised project finance operations including aviation, shipping, energy and real estate including hospitals and hotels.

Ansbacher decided to hive off the business because it was performing poorly at a time when it is trying to recover from heavy losses from an ill-fated acquisition on Wall Street.

Lake View

Net asset value per 25p share prior to charges at par at Lake View Investment Trust came to 347.7p at March 31 1985, compared with 321.3p a year before. Available revenue grew from 52.07m to £2.4m after tax of £1.51m (£1.23m). Earnings per share prior to charges at par at Lake View Investment Trust came to 347.7p at March 31 1985, compared with 321.3p a year before, available revenue grew from £2.07m to £2.4m after tax of £1.51m (£1.23m). Earnings per share in £2.07m to £2.4m after tax of £1.51m (£1.23m). Earnings per share in £2.07m to £2.4m after tax of £1.51m (£1.23m). Earnings per share in £2.07m to £2.4m after tax of £1.51m (£1.23m). Earnings per share in £2.07m to £2.4m after tax of £1.51m (£1.23m). Earnings per share are shown as rising from 4.55p to 5.31p, and the final dividend its being raised from 2.85p to 3.05p, making a total of 4.65p to 3.05p, making a total of 4.

tion of the transactions, JRH will hold about 9.3 per cent of the issued voting ordinary shares

annuation Scheme, European Ferries and investment clients of Morgan Grentell ...

EQUITABLE UNITS

Daily prices es al 23 April 1985

EQUITABLE LIFE
ASSURANCE SOCIETY
oman Street, London EC2R SAP
Tel: 01-606 6611
Bid Offer 97.0 103.0 98.5 109.7 107.5 96.5 107.0 87.8 108.8 102.1 108.4 103.5 116.9 102.6 101.9 112.8 102.9 115.6

> LADBROKE INDEX 960-964 (-7) Based on FT Index Tel: 01-427 4411

J. Rothschild £38m backing for Stockley

Stockley's purchase of an initial 22.4 per cent in Stock Conversion and Investment Trust from Equity Trust, the company owned by the family of the late Mr Robert Clark, is being financed by the issue of 44.4m ordinary shares of 10p each in Stockley and £37.38m of 5 per cent, mescured jean ootes. ent, unsecured lean ootes.

stockley and \$37.8m of h per cent, unsecured iean ootes. The loan notes, supported by a bank guarantee, will be redemmed by Stockley two years after completion of the acquisition and may be redemmed by the holder 14 months after completion.

J. Rothschild Holdings (JRH) has agreed to provide a £38m facility to Stockley, repayable after 5 years, to finance the redemption of the loan notes. On issue of the notes, JRH will receive £600,000 commission in the form of 857,000 ordinary Stockley shares at 70p.

Because Equity Trust wants to receive the major part of the consideration from the sale in cash, Morgan Grentell, Eas agreed with Stockley to Burchase 43.8m of the tensideration ahares and is, along with Cazenove, placing them at 70p a share.

JRH which owns 2.1m ordinary

cazenove, placing them at 70p a share.

JRH which owns 2.1m ordinary shares in Stock Conversion, has agreed to grant Stockley an option to purchase the JRH shares at 545p e share. The option expires on May 3 and is conditional opon completies of the securistical of the Stock

the Sequisition of the Stock Conversion shares.

Upon exercise of the option, Stockley will buld 26.5 per cent of the issued share capital of Stock Conversion. On comple-

of Stockley.

If JRH exercises its option,
Stockley will pay for the shares
by alloting 16.9m ordinary
shares, of which 12.1m will be
placed with Universities Super-

morgan Grentest.

Fifty per cent of the placed shares—including those involved in the purchase of the Equity Trust stake—will be subject to

recall.

In order te provida Stoc'sley shareholders will have an opportunity to acquire shares being issued to Equity Trust and JRH, Margan Grentell is to offer up to 30.6m erdinary Stockley shares at 700 a share upon 100.00 for the control of th shares at 70p a share.. pro-rate anares at up a snare, provate to their existing shareheldings (i.e. approximately two new shares for every seven held) although they may apply for mer than their basic entitlement.

ADMINISTRATION LIMITED
ADMINISTRATION LIMITED
35 Fountain Street, Manchester
MZ 2AF - Tel: 051-225 5635
MI Contrain Street, Manchester
MZ 2AF - Tel: 051-225 5635
Authorised Unit Trusi Prices
For Eastern 48.6 51.1 1.03
Gift & Fad Int 48.4 51.5 3.57
High Income 55.8 53.4 6.12
North American 47.7 50.8 2.84
Pelican—See UT Information Services
Speciel Situations 55.1 59.7 3.07
Tat of Invetmt Tats 51.7 55.6 -2.16

Tet: 01-606 66
Insurance Fund Prices
Far Eastern
Fd of Inverted Teta
Gift & Fate Int
High Income
Massaged
Money
North American
Palican
Property
Special Situatione
Pension Fund Prices
Pens Far Eastern
Pens Fd of Invert Teta
Pens High Income
Peas Massaged
Pens Money
Pens Money
Pens North American
Pens Property
Pens Reporty
Pens Reports
Pens Re 102.2 110.2 104.3 118.7 108.1 104.5 101.9 115.6 103.6 113.5

May 2
Apr 3
Apr 30
May :
Apr 2
Apr 25
May 2
May 1
May 2
June 11
May 1
Apr 25
Apr 25
Apr 2

Securities Trust

All-round growth has beee shewn by Securities Trust of Scotland in the year andad March 31 1985, with earnings op from 3.34p to 4.21p, the dividand raised from 3.2p to 4p net by a final of 2.7p, and the year-end asset value showing a rise from 130.2p to 153.8p after prior charges at par,

Edinburgh Inv. Tst.

REETINGS	
Warnyse Investment Trust	May 2
Windsor Sacurities	Apr 30
Allebane	Apr 30
Edmand	May 2
Erecutex Clothes	Apr 29
Fergebrook	Apr 25
Flaming For Eagtern Inv. Tex.	May 2
Framington Overseas Income	
and Growth Fund	May 1
Hunting Associated Industries	May 2
Metal Sox	June 11
Mowlem (John)	May 1
Perry (Harold)	Apr 25
Towles	Apr 25
Turriff	Apr 29
1 Det 111	Apr 23

Net asset value per ordinary share rose from 124.5p to 145.2p at Edinburgh Investment Trust in the year to March 31 1985, and the 0.25p highar final dividend of 1.75p lifts the total from 2.5p to 2.85p.

Gross revenue of £22.84m against £15.37m produced profits of £13.08m (£11.9m),

Den Danske Bank

is pleased to announce the opening of a full service branch in

Hamburg

Branch management: Hubert K. Kosmann **Bernd Kiso**

Business clients: Jan Lindberg

Private clients:

Michael Schulze

Credits department: **Kurt Haase**

Foreign department: Peter Heiberg-Christensen

Forex and money market: Bernd Schulze **Thomas Salein**

Den Danske Bank is the largest Danish bank with total assets

of more than USS 9,3 billion. Branches throughout Denmark and in London, New York, Luxembourg, Singapore and now Hamburg.

DEN DANSKE BANK

Zweigniederlassung Hamburg Georgsplatz 1 2000 Hamburg 1 Phone: 49 40 32 81 16 0 Telex: 21 65 842 ddbh

(Advertisement)

Japan's steady business expansion continues with recovery of domestic demand holding key

1984 was 2.3 per cent over the previous quarter, or 9.6 per cent at an anotal rate, according to a provisional report of national income statistics. This was the highest growth rate in the current business expansion stage. As a result, the growth rate in 1984 as a whole was 5.8 per cent, the highest rate

above 5 per cent since 1979. The nominal growth rate for 1984, meanwhile, came to 6.4 per cent. The difference between the nominal and real growth rates was small due to price stability during the year; the GNP deflator in 1984 rose

only 0.5 per cent.
The major driving force for growth last year was exports and private plant and equipment investment. Exports led the activity in the year's first half, while private capital spending proved to be the prime mover in the second half (chart).

The tempo of economic recovery has not been smooth in all demand components; personal consumption expenditures, for example, have contimed to be sluggish. Overall, however, the performance in 1984 confirmed that Japan's economy has finally got out of the long recession following the second oil crisis and returned to medium rate growth. .

Oct.-Dec., 1984 sees high growth As mentioned above, the high annualized growth rate of 9.6 per cent recorded in the fourth quarter of last year was due to a sharp increase in the current as surplus and surging private plant and equipment in-

The net exports grew to such an extent as to account for more than 80 per cent of the quarter's increase in real GNP. But this was largely due to extraordinary factors attributed to the sharp decline in the fourth quarter imports of 4 per cent from the level in the previous quarter when a buying rish for crude oil pushed up total imports. The increase in exports in the fourth quarter also reached a considerably

high level - at 5.9 per cent

vious quarter was rather low at

1.4 per cent. Thus, we should not place too much emphasis on the October-December quarterly figures. Rather, a half-year overview, as shown in the chart, provides us with a more accurate picture of the economy. Meanwhile private capital

pending in the fourth quarter increased 4.1 per cent over the previeus quarter to record the highest jump in the current process of business expansion. Ameng industries, the maoufactured products sector led spending in the first half of the year, but a wide range of other businesses, such as raw mate-rials and non-manufacturing later joined the move to invest

in plant and equipment.

Private housing investment in the feurth quarter also showed an increase of 2.3 per cent over the previous quarter. Coupled with a 1.4 per ceot gain recorded in the preceding quarter, the performance more or less underlined the ongoing recovery in housing invest

On the other hand consumer spending has not kept up with the general busioess recovery. Personal final consumption expenditures in the fourth quarter ended up with an increase of only 0.3 per cent over the previous quarter - the lowest growth in the present business ptrend - io spite of the fact that the year-end bonus growth was higher than the year ear-

Demand from the public sector was also lacklusier, declining 2.6 per cent from the previous quarter, owing to the froot-loaded execution public works to the first half of the fiscal year as well as fiscal

Exports show sign of deceleration

Business activity appears to be continuing to expand steadi-ly into this year, but one difference now is emerging signs of a slowdown in exports. Various indicators showed that the value of dollar-denominated exports dropped in February 1965 from the year before.

Real economic growth in the over the previous quarter — Customs-cleared exports, for ie, ieu 2.5 per cen

February's drop can be partly explained by such factors as the yea's weakening in the foreign exchange market leading to lower dollar prices of Japan's exports, and the fact that there was one less working day in February than the same month last year. In quantity, February's ex-ports grew 5.0 per cent over the

year before level, or some 5 per cent after adjustment for the mmber of business days. These increases, however, show a clear deceleration in the pace export growth, compared with growth rates exceeding 10 per cent which had been recorded until January. The increase in imports has

also slowed down conspicuously as the yen's drop against the U.S. dollar has apparently hart the price competitiveness of imported products. This means that the nation'e current account surplus may

continue to expand despite the slowdown in export growth, causing concern over mounting trade friction.

Personal consumption will Among domestic demand

factors, private capital spending cootinues to be firm. Various surveys conducted re cently have shown that investment will continue at a high level ioto fiscal 1985 tatarting in April). A survey by the govern mental Japan Develoomen Bank io February found that larga corporations, with a capi-talization of ¥1 billion or more, collectively have plans to spend 5.1 per cent more (manufacturing) and 5.6 per cent more (non-manufacturing) in fiscal 1985, for capital investment compared with the previous

ment place at this point is liable to show small figures, as there are some compa which have not vet determined their lovestment plans for the new fiscal year. Private capital spending

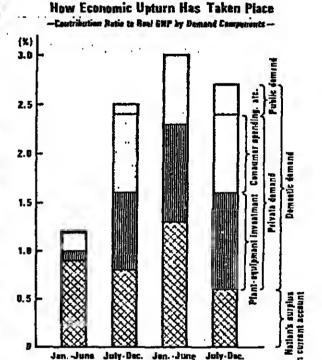
A survey of capital jovest-

continues Strong

remained sluggish last year.

London Brench: 4th & 5th Floors, P&O Bldg., Leadenhall Street, London EC3V 4PA, England Tel. 01-283-0929 Subsidiery in London: Dal-Ichi Kangyo International Ltd., Garden House, 18 Finsbury Circus, London EC2M 7BP, England Tel. (01) 920-0181 Associated Companies in London: Associated Japanese Bank (International) Ltd., European Brazilian Bank Ltd., International Mexican Bank Ltd.

Head Office: 1-5, Uchisawaicho 1-chome, Criyoda-ku, Tokyo 100, Japan Tel. (03) 596-1111 Branches and Agenty in:
New York, Los Angeles, Chicago, Parerna, Dusseldorf, Teiper, Seout, Singapore, Hong Rong Representative Offices in: Houston,
San Frantsico, Alfanta, Toronzo, São Paulo, Mesdoo City, Caraces, Bueros Airea, Frankfurt, Paris, Madrid, Bahrain, Jaikarta, Kuala
Lumpur, Bengkok, Bejing, Shanghai, Sydney, Metbourne Subsidientee in: Los Angeles, Toronzo, Amsterdam, Zurich, Hong Kong,
Sydney Associated Companies in: São Paulo, Hong Kong, Bangkok, Singapore, Kuala Lumpur, Jaikarta, Manila, Sydney



"Preliminary Quarterly National Income Statesins," Economic Planting Agency

1 Year-to-year percentage changes in reat GNP, seasonally adumer spending includes a rise in limit private consumption ture, private housing investment and private inventories.

1984

1983

ing that a recovery has emerged since the beginn this year. For example, the Japan note issues, an indicator of currency in circulation, recorded year-to-year increases of 7.5 per cent in January and 5.7 per cent in February, compared with 5.3 per cent for the fourth quarter of last year. Signs of improving employment are also increasing con-sumption. While an increase in overtime work alowed, other labor market indicators, such as regular employment, ratio of job offers to appli-cants, and the unemployment

but some indicators are show-

rete, have all shown a moderate improvement since the (ourth quarter of last year. recovers firmly depends largely on the wage hike to be agreed on in the coming Shunto (labor's regular spring offen-sive) negotiations. The pay raise this year is expected to be higher than for the past two years due to the improvement

in corporate profit positions.

Housing investment has been

recovering, supported by active

construction starts of rental houses. Housing lovestment is likely to continue to increase moderately, but no sharp increases can be expected because of depressed construction of privately owned homes.

The public sector is also not expected to generate much dend in the new fiscal year due to efforts to cut huge budget Raced on these observations it can be said that Japan's

economy will continue to expand for some time to come. spurred by privale capital spending. The underlying sup-porting role is likely to be played by exports as in the past. The (uture national economic trends largely depend on whether domestic demand, such as consumer spending will be able to take up the possible slack created by alowing exports. With fiscal and monetary policies constrained by limited public finances and the weakening of the yea's rate respectively, only a spontaneous pickup in domestic demand in the private sector can be expected to provide the necessary

Talk it over with DKB. The international bank that listens.





The next DKB monthly report will appear May 24.

9.a 2.7 18.e 4.9 13.7 16.e

244 85 87 217 98 950 50 33 76 335 29 86 218 9.9 8.e 5.7 15.e 3.9 6.e 6.7 46.8

4.3 1.3 1.3 4.5 7.5 7.8 17.4 5.0 Prices and details of services now available on Proctal, page 48146

Boustead hit harder by falsification and shows loss for 1984

raiser which last June disclosed investments by the Singapore falsified stock records at its King Trailers subsidiary, yester-day restated its figures for 1983 respect of the King Trailer to show a pre-tax loss of 5844,000 and also reported a smaller loss for 1984.

This compares with a pre-viously reported profit of the King Trailer problems, management changes have heen made, accounting controls effectively expectations.

5844,000 and also reported a smaller loss for 1984.
This compares with a previously reported profit of £217,000, which Mr Alan Charton, the chairman, initially downgraded by some £50,000 last summer to take account of a deficiency which had heen con-cealed "oy deliberate falsifica-

ment." says the chairman, adding that the other operating units performed "relatively satisfac-

Boustead, the international arising from the sale ci certain trader which last June disclosed investments by the Singapore

commodity operation, all other UK interests returned satisfac-

As already known, the King Trailers net assets had been overstated by \$1.1m, and this has now been restated in the balance sheet by way of a prior year adjustment of £839,000, after taking account of tax adjustments.

The revised figures are shown in the group's results for 1934, which also show a taxable loss of £106,000 for the year. At midway, reporting a profit of £20,000, Mr Charton was confident of a "marked improvement" in the second half.

The disappointing results were principally due to losses in the

The disappointing results were principally due to losses in the group's Australian company and the UK soft commodity operation. These areas are in the process of "radical reassess-ment" uK soft commodity company.

Went! Says the chairman adding Investment income rose from £697,000 to £786,000, while inperformed "relatively satisfactorily." terest charges were also up at torily." fl.83m, against £1.28m. The contribution from associates was extraordinary profit of £f31,000 £659,000 (£636,000).

Moorgate Group raising £0.5m via USM placing

THE FINANCIAL marketing it offers not only advertising specialist company. The Moor and public relations services but gate Group, is coming to the a complete operational service Unlisted Securities Market, occuding product design and through a placing of 125m development, technical administrationary 5p shares at f20p each, tration, marketing consultancy representing 25 per cent of the and direct mail aervices. It has

issued capital.

Moorgate was founded in 1977
hy Mr Jeremy Bond and Mr barrister and accountants, as Jonathan Sayers, joint managing directors, to provide a marketing motional personnel. advice and assistance service to companies and institutions operating in the financial ser- in 1980 to £257,000 in 1984 and

fing in the financial serfield.

Moorgate is forecasting a pre-tax
result of £430,000 for 1985 with
result of £430,000 for 1985 with
about £860,000 net
520,480 new shares are
issued by Moorgate to
f495,000.

Brokers to the issue are Le
graph for IIE cubeldiader.

Moorgate is forecasting a pre-tax
result of £430,000 for 1985 with
a dividend payout of 1.4p net.
This gives e p/e on a 35 per
jeid of 1.7 per cent.

Brokers to the issue are Le vices field. Existing shareholders are selling 729,520 shares providing them with about £860,000 net while 520,480 new shares are

Through five UK subsidiaries, Mare Martin.

controls strengthened and the conopany's auditors have made a full statement. The company returned e taxable profit of more than £300,000 for 1984. With the exception of the soft

Babcock Intl. pays £25m for U.S. castor subsidiary Babcock International, the requires epproval of the U.S.

power engineering group, is to regulatory authorities, will be huy Faultless Caster Corporation, carried out by Babcock Interof \$7.57m on turnover of \$65.2m In 1984 and had net assets of

In 1984 and had net assets of New Axia Holding Corp of Cax S25.9m at the year end.

Faultless, which claims to be the largest full line manufacturer of castors in the world, will complement Bahcock's subsidiary Keeler Brass Company, which makes decorative furniture bardware such as knockers and drawer slides.

The purchase, which still Rook Richard Corp. In 1984 and his selling Faultless to pay off a hirdging loan.

Faultless has two plants in Evansville, Indiena, three other plants elsewhere in the U.S. and a subsidiary company in Canada.

huy Faniliess Caster Corporation, a mejor U.S. maker of castors for 853m (£25.5ml cash.

Faultless made pretax profits of 57.57m on turnover of \$65.2m in 1984 and had net assets of \$25.9m at the year end.

Faultless, which claims to be the largest full line manufacturer of castors in the world, will complement Bahcock's subsidiary Keeler Brass Company, hridging loan.

Stat-Plus up 46% at £1.02m

The Stat-Pius Group, supplier of law and commercial stationery, pushed its 1984 sales and pre-tax profits up by 28 per cent and 46 per cent respectively and says trading continued to be "excellent" in the opening quarter of the current year.

During f984 the group invested in new computer systems

Strong—an overdraft of £474,000 at the end of 1983 was turned into e credit of £338,000 a year later.

Group turnover for 1884 improved from £3.56m to £4.54m and at the pre-tax level profits rose by £322,000 to £f.02m.

A final dividend of 1.50 makes

and stock control were com-

wherehy order entry, involcing and stock control were computerised.

Cash flow continues to be A final dividend of 1.5p makes a total of 2p net per 5p ahare, and stock control were computerised.

A final dividend of 1.5p makes a total of 2p net per 5p ahare, and stock control were computerised.

A final dividend of 1.5p makes a total of 2p net per 5p ahare, and the time of the computerised. A final dividend of 1.5p makes

Alexander Nicoll on the electronic rental market

The key to profitability

THE SMALL but lucrative which he also founded—assured panies which have spent heavily rental market for electronic shareholders that the present instruments, especially testing level of orders was a record and equipment, has been thrust into that rental income for March, the limelight by recent develop—the first month of the current ment of customers' likely needs. the limelight by recent develop-ments at two of its major players. First, there was a £26.3m reverse takeover hid for Energy Services & Electronics, from shell company Peek Holdings, now being vigorously contested. Its main subsidiary, Livingston Hire, vies for supremacy with Instrument Rentals, a UK subsidiary of the subsidiary of t without giving big discounts'

sidiary of U.S. Leasing in hiring out test and measurement in-struments and computer equipment to electronics, engineering and oll companies.

Yesterday Microlease, the up-and-coming third ranker, was forced to issue a statement in response to its first serious taste. of stock market disfavour since coming to the USM in 1983. Microlease shares had dropped

financial year, was substantially Equally, the renters would be ahead of March 1984. The share unhappy to see their utilisation price recovered 23p to 363p. Nevertheless, his disclosure of cent because this would mean a disappointing autumn and of they were unable to provide 'We can maintain utilisation

a particularly slack period at prompt service.

Christmas suggested a volatility Among typical instruments in the market which had not previously heen evident—at least on analysers, electric line test

Microlease and its two larger rivals do not have long order rivals do not have long order books because they aim to procide next-day service on a range of testing equipment, often needed in a hurry by their customers. Instruments may he rented for a year or only days, but the everage has tended to he hetween two and three months.

Clearly, utilisation is the key desktop computers and related goods.

Instrument Reotals has adopted an aggressive pricing policy, and Livingston Rire also offers discounts hased on length of rental and volume.

Mr Frederick Rollason, Energy Services chairman, insists, however, that Livingston is not interested in entering a Microlease shares had dropped from a year's high of 480p to a low of 340p following the release last week, with little explanation, of annual results indicating a sharp drop in second half profits following several years of spectacular growth.

Mr David Rennie, the chairman—who set up Microlease after leaving Livingston Hire,

Microlease also attributes the second half f984 slackness to the phase-out of capital allowances announced in last year's Budget. announced in tast year's budget.
Some customers, especially
smaller ones, rushed to huy
rather than rent equipment to
take advantage of capital allowances while they could.

with a hetter spread of larger customers—Livingston has a

Despite the hiccough at Micro-lease, the City is still bullish on the specialised sector.

is not interested in entering a

equipment and oscilloscopes. The

three also offer personal and desktop computers and related

Mr Paul Rennie, Microlesse nance director, yesterday nnance director, yesterday blamed price competition between the two other companies for recent market volatility. "We steer clear of it," he said. "We can maintain utilisation without giving big discounts." finance

Its larger competitors, perhaps

strong presence on the Continent
—say they did not see a fall-off
in demand.

Mr Gerald Davies, analyst at Mr Gerald Davies, analyst at stockhrokers Savory Miln, says: "Companies can continue to widen their scope and the service that they offer. It's going to be more competitive but f don't think it's an overpopulated market at present.

MFI Furniture, which re-central to MFI's husiness, cently agreed to a 1563m merger Elsewhere in the doc with Associated Dairies (Asda), Mr Derek Hunt, MFI chi

The sale of the two companies, B. A. Turner and Capital Collections, was completed last month and is disclosed in the Asda offer documents issued

Elsewhere in the document, Mr Derek Hunt, MFI chairman

Asda is offering 15 new ordinary shares of 25p for every eight ordinary shares in MFI or e cash alternative of 144p per new Asda share, equivalent to 270p per ordinary share in MFI. On the hasis of last night's closing prices for Asda, of 150p, down 2p on the day, the offer values MFI at £563m or 281.2p a share, MFI closed at 280p.

On the day the merger was announced, Asda's shares climbed to 164p valuing MFI et £615m or 307.5p a share. The first closing

leasing sale to Wardley

MFI in £23.6m finance

has sold two finance leasing companies for £23.8m to Wardley, and managing director, says the panies for £23.8m to Wardley, and managing director, says the merchant hanking arm of the Hong Koog and Shanghai Bankthong Corporation.

The sale of the two companies, the two leading exponents of edge-of-town and out-of-town retailing."

The sale of the two companies, and a selection of the two companies, and a selection of the two companies.

yesterday. Under the deal, Wardley paid Under the deal, Wardley paid \$100 plus the repayment of MFI loans of around £9.8m for Capital Collections. Similar arrangements were concluded for BA Turner which included £100,000 plus the concluded £100,000 plus the concluded £100,000 plus the concluded £100,000 plus the conclusion of the conclusi plus the repayment of intra-group loans of £13.6m.

Mr Edward Lee, finance director of MFI, said yesterday that the group had made a profit on the disposal of the two com-panies which were no looger

down 10p on the day.

McLeod Russel expansion

McLeod Russel has made two sideration for Kurumel will be acquisitions, the first a 31.4 per Kina 2.5m (fl.91m). cent minority holding in Iffley has over 7,000 acres of Cotton that it did not previously cotton which are now being cent minority holding in Issey
cent minority holding in Issey
Cotion that it did not previously
own, and the second the whole
of the capital and intergroup
loan of Kuramel Plantations
from Pioocer Concrete Services
of Swiney Australia.

Net assets of Issey and
of Swiney Australia.

to the end of next June. Con- profits were £177,000.

from Piooeer Concrete Services

of Sydney. Australia.

The Iffley stake will cost profits for the previous AS3.9m (£2m) in cash with a 18-month period was £1.25m. Net further payment equal to 3f.4 assets of Kurumel at the same per cent of profits for the year date were £2.29m and pre-tay.

NOTICE



BANCO DE LA NACION **ARGENTINA**

U.S.\$25,000,000

Floating Rate Notes due 1987

In accordance with the provision of the Notes notice is hereby given that for the six-month Interest Period from 23rd April, 1985, to 23rd October, 1985, the Notes will carry an Interest Rate of 9 per cent per annum and the Coupon amount per US\$5,000 will be US\$228.75. Interest Payment Date is 23rd October, 1985.

DAIWA SINGAPORE LIMITED Agent Bank

U.S. \$60,000,000

THE MORTGAGE BANK AND FINANCIAL ADMINISTRATION AGENCY OF THE KINGDOM OF DENMARK

(Kongeriget Danmarks Hypotekbank og Finansforvaltning)

GUARANTEED FLOATING RATE NOTES DUE 1990, SERIES 82



Unconditionally guaranteed by THE KINGDOM OF DENMARK

In accordance with the provisions of the Notes, notice is hereby given that the rate of interest for the six months 24th April, 1985 to 24th October, 1985 has been fixed at 9% percent perannum and that the coupon amount payable on coupon no. 5 due on 24th October, 1985 will be U.S. \$4,638-54.

> The Sumitomo Bank, Limited Reference Agent

MINING NEWS

Sonora to use £31m loan as platform for gold expansion

BY KENNETH MARSTON, MINING EDITOR

Sonora Gold of Canada aims Sonora Gold of Canada aims to become one of the largest and lowest cost gold producers in North America now that the Bank of America is providing a loen of USS40m (£31.4m) for the development of the compeny's Jamestown gold deposits on California's "Mother Lode" gold belt, 125 miles east of San Francisco.

The loan will be used to com-The loan will be used to complete mine and mill construction and provide working capital to finance the start-up phase of operations. The Bechtel group will construct the mine complex and together with ABM Mining will provide a team to operate the mine. the mine.

Six separate deposits extend over five miles. Open-pit ore reserves are estimated at 24.8m tonnes averaging 0.055 ounces 12 grammes) gold per tonne. The deeper underground re-serves are put at a possible

grad: of 0.636 oz (4.2g). The limits of the archodies have not yet been defined.

The ore reserves presently The ore reserves presently estimated would give a mine life of 21 years on the basis of a 6,000-tonnes-per-day open-plt mining operation. In the hape of actual reserves proving to be higher, Sonora has purchased a mill capable of heling expanded to handle f0,000 tonnes of ore

Source estimates that in the early years the operation's break-even costs will equal US\$188 per ounce of gold before hank interest. Mr fan Wright, a director of Source, said yesterday that construction work was almost complete and once the water discharge permit had been received the mine could be in production within about six months.

Lower metal prices take Cominco into the red

Point Mines.

The loss compares with a net profit of \$4.5m a year ago and the subsequent 1984 total profit of CS24.2m.

CANADA'S Comineo metals and chemicals group has started the year with first quarter loss of LS600,000 (£347,500) after taking in an extraordinary gain of CS9.4m from the sale of part of the company's holding in Pine Point Mines.

The loss compares with a net profit of \$4.5m a year ago and the subsequent 1984 total profit of CS9.42m.

Light significantly higher prices were obtained. On the other hand, potash prices fell in fine with over-supply in U.S. markets. Cominco says that the zine outlook for the rest of this year is one of improved prices and consumption consistent with a gradual weakening of the U.S. dollar and strengthened western world economies. Lead prices are expected to remain at low levels. expected to remain at low levels.

Inevitably, Cominco has Sales of fertilisers should suffered from lower prices for its zinc. lead. silver and gold despite maintained sales. However, it is pointed out that the recent weakness in the Canadian dollar has been a helpful factor in the first quarter compared with \$2.4m a year ago. During the latest period the mine increased its sales of zinc and lead concentrates, but prices recent weakness in the Canadian of the latest period the mine dollar has been a helpful factor in earnings.

The company's chemicals and fertilisers division earned an operating profit of \$\$m\$, compared with \$13.4m in the same will be continued testing of the period of last wear Sales of feetibility of underground. period of last year. Sales of feasibility ammonia and uree were lower mining. of underground

BASE LENDING RATES

Northern Bank Ltd.

Northern Bank Ltd. ... 13 °C
Norwich Gen. Trust ... 14 °C
People's Trust ... 14 °C
Provincial Trust Ltd. ... 13 °C
R. Rapheel & Sons. ... 12 °C
Roxhurghe Guarantee f31 °C
Royal Trust Co. Canada f22 °C
TCB ... 122 °C
TCB ... 122 °C
Trustee Sevings Bank 122 °C
Trustee Sevings Bank 122 °C
United Bank of Kuwait f21 °C
United Mizrahi Bank ... f21 °C
Westpac Benkine Corp. 13 °C
Whiteawey Laidlaw ... f31 °C
Williams & Glyn's ... 123 °C
Wintrust Secs. Ltd. ... 123 °C
Workshire Bank ... 124 °C
Workshire Bank ... 124 °C
Members of the Accepting Houses

Extracts for Year Ended December 1984

New Business

Results significantly better than those for industry as a

■ Self employed pensions increased due to strong competitive contracts.

Insured retirement benefit schemes husiness has shown a marked increase also.

At this time last year the Company entered the I At this time last year the Company entered the unit-linked market with a wide range of contracts designed to compete with the best on offer. Prenlums of £24 million in less than a year brought in under this, the biggest venture of its kind, undertaken by Scottish Life.

■ Team of specialist unit-linked consultants established Team of specialist uniquinities consultants established to give expert service to independent intermediaries.

A recent survey indicated that U.K. Equity fund was 3rd of 84 similar trusts; European and American funds

were 3rd and 4th in their categories.

Rates of reversionary bonus increased to record levels at end of the year.

Rates of terminal bonus now being paid are higher considerably so in most cases—than those paid on

comparable policies in previous years. ■ Excellent bonus results show Scottish Life policies to be the very best. Policyholders can continue to expect



19 St Andrew Square, EDINBURGH, Telephone: 031-225 2211,

THE GROUP THAT'S GOING PLACES. if you want to know more about the Hawley Group of companies come to our shareholder meetings at the following venues: Edinburgh – 29 April, Castle Suite, Caledonian Hotel, Princes Street, Edinburgh at 12 noon. 031-225 2433 Manchester - 30 April, Cheshire Suite, Valley Lodge Hotel, Altrincham Road, Wilmslow, Cheshire at 3.00 pm. 0625-529201 London - I May, Nine King Suite, Royal Lancaster Hotel, Lancaster Terrace, London W2 at 12.15 pm. 01-262 6737 We look forward to seeing you there. Profit before taxation (£m) For our latest Report and Accounts please send to 5 Hanover Square, 14.234 London WIR9HE 82: 5305 0 2 4 6 a 10 12 14 10 18 20 22 24 25 30 32 Name Earnings per share (pence) **11.4** (+72%) 83 (+42%) 0 45 15 225 30 375 45 52 60 67 75 82 90 97 105 11 7 12

Clayform coming to USM through 2.5m share offer

BY STEFAN WAGSTYL

Ŋ

Clayform Properties, which specialises in the development of shopping malls and high technology factories, is coming 10 the USM with a market capitalisalisalism of £16.1m.

by either converting the existing buildings, or building ocw ones.

A major step in the company's clayform Properties of £16.1m.

Samuel Montagu, the merchant bank, is offering for sale 2.5m shares, equal to 26 per cent of Clayform's equity. The rest will stay in the bands of ith directors, their families and Electra Investment Trust.

The company concentrates en developments which are prefunded by institutional investors. Formed in 1981, Clayfeam has so far completed schemes worth a total of £32m, with another £44m now under development, including its largest project te datees shopping centre in Guildford.

It has plans to start develop-ments worth £65m in the next two years, among them a £44m sbepping centre in Leeds. Profits have grown rapidly from £56,000 pre-tax fer the 17 months to the end of March 1982, to £175,000 the following year, and £549,000 in the nine menths to the end ef December 1982.

in 1988.

The board is hesded by Mr David Hyman, the executive belders' funds of £56,000 pre-tax fer the 17 months to the end of March 1982, to £175,000 the following year, and £549,000 in the nine menths to the end of December 1983.

Last year, Clayform made just over £1m pre-tax and fer 1985 it is forecasting not less than £2.5m.

The grenp's high technolegy developments, designed for electronics companies and similar tenants, are concentrated in towns close to the M4 motorway. The retail schemes, which account for about two-thirds of its business, are carried ent throughout England. Typically, Clayform takes on High Street sites, often occupied by department steres, and develops them

in 1988.

The board is hesded by Mr David Hyman, the executive featural, the executive for incomes content for more fully in the large of the scheme is a strong foundation for growth in 1986 and 1987.

The shares are being offered at 165p, on a multiple of 10.4 p/e Clayform is broadly in line with two comporable companies on the market, Londen and taking out the Schofields bridging lean, net debt will still be £3m against share belders' funds of £5m. However, the group's emphasis on prime sites—both retail and industrial —minimes the dangereus. Moreover, the group's expanion over the next few years is bedded firmly en the large Schofields in flowers and the group's emphasis on prime sites—both retail and industrial —minimes the dangereus. Moreover, the group's emphasis on over the next few years is bedden firmly en the large Schofields bridging lean, net debt will still be £3m against share the defence for industrial —minimes the dangereus. Moreover, the group's emphasis on over the next few years is bedden firmly en the large Schofields prime retail and industrial —minimes the dangereus. Moreover, the group's emphasis on prime sites proup over the next few years is bedden firmly en the large Schofields in lines forecast earnings, given an indicated full year payout of 7.5p, making the chance to invest in young the proport the

Textiles, sold in October 1983.

1

Scott & Robertson turns

PRE-TAX profits of Scott & charges on fixed tangible assets Robertson, peckaging products and fabric manufecturer, amounted to £1.02m fer 1984 from turnover of £19.64m. Tals is compared with a surplus of £785,000, and £17.79m turnover, for the previous 10 months.

Pre-tax figure was after £103.000 (nil) for the employee

for the previous 10 months.

Halfway profits were £556,000, against £397,000 which were restated to exclude results of Tay Terrilles. 2012 to Create the charges of £61,000 (£40,000). Tax was up from £26,000 to £150,000.

A final dividend of 1.8p (1.250)
lifts the 12 month total to 2.5p
(2p). Earnings per share are given as 11.36p (10.31p).

Struck after depreciation

Minority interests took £20,000, against £22,000 and after lower extraordinary debits of £176,000, compared with £560,000, attributable profits emerged up from £177,000 to £671,000.

The Republic of Italy

U.S.\$ 500,000,000

Floating Rate Notes due 2005

In accordance with the provisions of the Notes, notice is hereby given that for the initial Interest Period from 24 April, 1985 to 24 May, 1985 the Notes will carry an interest rate of 8%% per annum. The interest payable on the relevant interest payment date, 24 May, 1985 will be US\$70.31 per US\$10,000 nominal amount and will be paid only through Cedel SA and Morgan Guaranty Trust Company of New York, Brussels Office, as operator of the Euroclear System, in accordance with the terms of the Temporary Global Note.

THE CHASE MANHATTAN BANK, N.A. LONDON, AGENT BANK.

in £1m and pays 2.5p

A major step in the company's Clayform Properties is an expansion was the acquisition last year of Schofields, a Leeds-based group of three department stores, for £16.1m, Clayform stores, for i16.1m. Claytorn intends te move Schofields' Leeds shies away from building an sbop to new premises and build investment portfolio of its own. The name of the game is to existing site. Schofield's stores accumulate cash and pay out in Harrogate and Skipton are to continue trading.

The proceeds of the share offer

The proceeds of the share offer will help reduce borrowings, which bave been used to belp pay for Schofields. Of the shares being sold, 1.3m are new shares being sold to raise £1.88m.

Allowing for this, net assets will be around £5m, against net borrowings of £17.5m, of which £14.5m is a low-interest loan from the institution which will fund the Schofields development, and the Schofields development, the start in mid-1988 and end in 1988.

The board is hesded by Mr. David Hyman, the executive chairman, whe formerly ran the start in property assets. It its relatively short life, Clayform has proved litself very adept at the activity—coming to market with a strong profit resord and an impressive series of develepments, which have involved some risks in moving so quickly in property, particularly as Clayform has proved litself very adept at the city's largest institutional investors. Clearly there are sized in mid-1988 and end in the city's largest institutional investors. Clearly there are sized in moving so quickly in property, particularly as Clayform has proved litself very adept at the city's largest institutional investors. Clearly there are sized in moving so quickly in property, particularly as Clayform has proved litself very adept at the city's largest institutional investors. Clearly there are sized in moving so quickly in property, particularly as Clayform has proved litself very adept at the city's largest institutional investors. Clearly there are sized in moving so quickly in property, particularly as Clayform has proved litself very adept at the city's largest institutional investors. Clearly there are sized in moving so quickly in property, particularly as Clayform has proved litself very adept at the city's largest institutional investors. Clearly there are sized in moving so quickly in property, particularly as Clayform has proved litself very adept at the city's largest institutional investors. Clearly there are the city's largest institutional investors. Clearly there are the city's largest i

Minority interests took £20,000,

CHASE

Profit after Tax

of £290 up 60%

Turnover

Exports

UP 43%

UP 1439%

Profit over Forecast

Shareholders' Funds*

Earnings per Share 3.5]

Clarke **falls 40%**

Clement

A NEAR 40 per cent fall in pre-tax profits from £2.15m to £1.29m was experienced in 1984 by Clement Clarke (Heldings), the dispensing optician. However, after stripping out £401,000 of

extreme example of that breed of developer which relies on outsider to fund its schemes and healthy dividends rather than create property assets. It its

Persimmon

The offer fer sale of 4.1m ordinary shares in Persimmon, at 100p per share, has been oversub-100p per share, has been oversubscribed with applications being
received for e total of 9.35m
shares, excinding employee applications. The basis of allotment is
that applications for 200-1,000
shares will be met in full; for
1,200 to 5,000 shares, approximately 60 per cent with a minimum of 1,000; for 5,500 to 11,000
approximately 50 per cent with
a minimum of 3,000; and fer
12,000 and over, approximately
38 per cent, with a minimum of
5,000.

5,000.
Applications from employees have been met in full and resulted in the allotment of 17,350 shares. Dealings will start on April 29.

Hadson sells **UK** assets

Shares ef Hadson Petreleum International (HPI) were suspended from trading on Mon-day et the company's request following the announcement that it will sell its UK assets to Britoil for £27m.

Upon completion of the sale

Africa and the Far East, it is stated.

1984 1983

5775 4757

2244 1566

3.5p N/A

153

2335

£000

102

£000

465

to Britoil

On turnover of £24.13m for the year to the end of Jannary 1985 Cooper Industries bas produced pre-tax profits of £644.000. This compares with turnover of £15.35m and profits of £310,000 for the nine months to the end of January 1984.

Earnings per share are shown as 2.2p (0.9p) and there is a final dividend of 0.45p, which gives a total of 0.75p for the year, against a single 0.5p payment for the nine months. Company activities include steel rerolling, precision engineering and tool distribution.

Hollis Bros

HPI will receive £27m to add to current cash balances of £8m. After taxes it is estimated that the group will have a net cash position of approximately £30m. Hollis Bros

Hellis Bros and ESA, an Sl.7

per cent owned subsidiary of Pergamon Press, more than doubled its taxable profits in 1984 from 1987,000 to 1988,000.

While there is still no dividend, the directors hope to resume payments as soon as possible.

Hollis is engaged in timber importing plastic moulding, educa-HPI's budgeted 1985 explora-tion and development programme would have significantly reduced its tash position by the end of this year, the directors say. . Competition of this sale will enable the group to continue its

active exploration in Spain, Indonesia, and South Korea, and will give the company added porting, plastic moulding, educa-tional and contract furniture manufacturio Turnover rose from £20,42m to £30,11m. strength to pursue expleration

Ryan Intl.

HPI and its subsidiaries are involved in Indonesian exploration activities encompassing 52,000 square kilemetres in four different concessions, with existing firm work commitments total-ling. Some Every control of the control of th Ryan Inti
Ryan International, the coal group recently rescued with a capital reconstruction led by Mr Crispian Hotson, now managing director, bas sold its loss-making U.S. eperations for £45,000.

Total Energy Leasing, the buyer, has assumed debt relating to the operations totalling U.S.\$2.5m (£1.8m), and Ryan has also repaid £708,990 in final settlement of £1.17m of UK loans. Its net borrowings are reduced to £6.2m against net assets of £7.8m.

The U.S. operations made a £3.15m loss in 1984 after e £2.3m writedown of plant. ling \$9m. Further contingent ebligetions total \$20m. ebligations total \$20m.
Exploration activities in the offshere area of South Korea Block V are proceeding satisfactorily, directors say.

Although andited results for 1984 have not yet been finished they eay it is likely that HPI will show a small profit for tha year.

will show a small profit for that year.

Hadson Petroleum Corporation has notified the HPI beard of its desire te initiate discussions which may er not lead to an offer being made fer the HPI shares not already owned.

Corporation owns 47m (76 per cent) of the 62m outstanding HPI ordinary. The remaining 15m shares are held by UK investors.

Stewart Nairn

The enlarged Stewart Naira Group raised its turnover from £231,000 to £4.59m in the six months to December 31, 1984. but returned pre-tax profits of fi0,000, against a previous 1203,000.

£203,000.

Basic earnings per share were 0.006p (0.29p) and basic net asset value per share was 14.72p (14.04p). Trading figures show a return to profitability, but the results de not yet justify payment of an interim dividend. The group is engaged primarily in property investment, development, trading and management.

Bairstow Eves buys

Further expansion is announced by estata agents Bairstew Eves with the acquisition for £400,000 of Millers Estate Agents. The consideration will be met by £285,000 cash and the issue of 154,362 shares, valued at 74.50 as the consideration of the consideration will be met by £285,000 cash and the issue of 154,362 shares, valued at

issue of 154,362 shares, valued at 74.5p each.
Millers operates from offices in Banbury and Nerthampton, and will increase the Bairstow Eves group sales offices to 114. Millers is expected to contribute profits of no less than £100,000 in the year beginning May 1985.

Yearlings unchanged

The interest rate for this week's issue of local antherity bonds is 11 per cent, unchanged from last week and compares with 9 per cent a year ago. The bonds are issue at par and are redeemable on April 30 1986.

A full list of issues will be published in tomorrow's edition.

Abaco purchase

Abaco Investments is paying £275,000 for a 49 per cent interest in Chesham Hill (Holdings), a company formed to acquire the 70 per cent interest

Klark Teknik trebles interim profit

IN ITS first figures since joining the USM last Nevember, Klark Teknik, advanced sound processing and communication equipment maker for the electronic media markets, reveals a 103 per small degree, international ber, the directors said that while cent expansion in turnover to £1.5m and profits more than trebled from £212,000 to £640,000

monus depend on sales, and to e small degree, international currency movements. He adds, however, that it would "not be realistic to expect the same percentage growth achieved in the first half to follow through for the full year."

ber, the directors said that while they considered it teo early te make a ferecast for the whole of the current year, they said the year had started "exception-

growth." salisfactory sales growth." The strength of the dellar ber, the directors said that while they considered it teo early te make a ferecast for the whole of the current year, they said the year had started "exceptionally well with an encouraging level of orders."

They added that margins were benefiting from the current strength of the dellar and that in those circumstances they were confident of continuing excellent growth.

The strength of the dellar thributed Io group profits, the directors point out, and they position with forward purchase of sterling requirements.

They add, however, that unit sales have oot been particularly belied by weak sterling against the dollar as the group's U.S. selling prices, in dollars, have been maintained.

Excellent results were achieved.

Excellent results were achieved with the group's DN 780 digital reverberator / processor, intro-

m the will year." For the whole of the year had started "except ally well with an encourage level of orders." They added that margins were strength of the current year, they are successfully sear. For the whole of the year had started "except ally well with an encourage level of orders." They added that margins were ended last July turnover assumed to £1.78m and that the current year, they are not markets as they were successfully sear. For the whole of the year had started "except ally well with an encourage level of orders." They added that margins were onefiting from the current year, they are not markets as they were of £18.98m, against £17.88m, and were subject to tax of 1620,000 (£18.98m). There were stranged from the current year, they are not markets as they were of £18.98m, against £17.88m, and were subject to tax of 1620,000 (£1.08m). There were stranged from the current year, they are not markets as they were of £18.98m, against £17.88m, and were subject to tax of 1620,000 (£1.08m). There were stranged from the current year, they in the start of \$100,000 (£1.08m). There were strength of the foreign from the current year, they in the start of \$100,000. Six months tax charge is given year, no interim is belong paid but the directors hope te recommend a £620,000 (£1.08m). There were stranged with a first of \$100,000 (£1.08m). There were stranged from the current year, they in the year. They added that margins were ended last July turnover as the year to for \$100,000. Six months tax charge is given year, no interim is belong paid but the current year, they set of \$100,000. Six months tax charge is given year, no interim is belong paid but the first of \$100,000. (£100,000 (£1.08m). There were start or the year for \$100,000. (£100,000 (£1.08m). There were start or the year for \$100,000. (£100,000 (£1.08m). There were start or the year for \$100,000. (£100,000 (£1.08m). There were start or the year for \$100,000. (£100,000 (£1.08m). There were start or the year for \$100,000. (£100,000 (£1.08m).

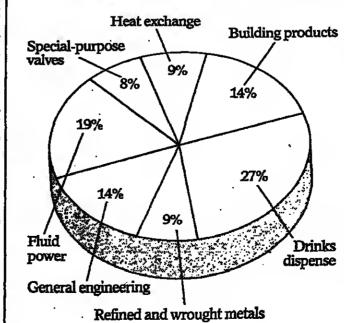
BUILDING PRODUCTS · HEAT EXCHANGE · DRINKS DISPENSE · FLUID POWER SPECIAL-PURPOSE VALVES · GENERAL ENGINEERING · REFINED AND WROUGHT METALS ·

Profits double in two years

Sir Robert Clark, Chairman, reports that the Company's progress continued in 1984 with turnover and profits reaching new high levels.

"Our pre-tax profit, which fell by 40 per cent. between 1979 and 1982, has now more than doubled over a two-year period. Whilst this does little more than restore our return on assets to the levels of 1978 and 1979, and indeed to the rate necessary to sustain a healthy and expanding business, it is nonetheless an achievement worthy of note. I hope that shareholders will now echo my pleasure in recommending that the dividend should be restored to the 1981 level of 4.5p."

Percentage profit by product area



between home and overseas operations and between our traditional and newer activities. I believe that in reducing our dependence on low added value metal working in the UK we have made necessary and valuable progress towards safeguarding and improving the quality of our earnings. We have the skill and resources to take this process further, but in my view it is more important that we do this soundly

Summary of Results

Profit before taxation 45.1

(excluding extraordinary items) 28.9

Sir Robert emphasises the need to

learned in the years of depression

continuing search for efficiency,

growth and balance - "... balance

are not forgotten in the Company's

ensure that the hard lessons

Turnover

Trading profit

Earnings applicable

to shareholders

Earnings per share

(excluding extraordinary items)

Dividend per share

1984

£m

10.7p

4.5p

737.9

1983

676.3

41.6

7.2p

4.0p

£m

than that we do it quickly. We shall seek to avoid both specialisation that is too narrow and diversification that is too wide."

means more than metal

The Annual Report has a comprehensive survey of IMI's activities.

If you would like a copy please write to the Secretary, IMI plc, P.O. Box 216, Birmingham B6 7BA.

★ Our strategy is to build and acquire quality businesses to underpin our continuing growth and prosperity utilising our substantially enlarged capital base.

ANNUAL REPORT FROM: WH ALLEN & CO. PLC, 44 HILL ST., LONDON WIX 8LB.

★ Earnings per share were 3.5p. To B.E.S. investors this represents a P/E ratio of 4.8; to a 60 per cent marginal tax payer, after B.E.S. relief, a P/E ratio of 1.9.

★ 1985 will be an even better year. Management Accounts so far in 1985 support



Company Notices

UNILEVER N.V. Rotterdam The Netherlands

ANNUAL GENERAL MEETING OF SHAREHOLDERS
Wednesday, 15th May, 1985 at 19,39 a.m. in the "Kieling Zant" of the "Compe Congressabour de Doelee", entrance Krulephin 39, Rotterdam

- Kiff financial year.

 pointment of the members of the Board of Directors.

 pointment of Auditors.

 scipming, it econoticaes with Articles 86 and 36s of Book 2 of the Natholes 86 and 36s of Book 2 of the Natholes 86 and 36s of Book 2 of the Natholes 86 and 36s of Book 2 of the Natholes 86 and 36s of Book 2 of the Natholes 86 and 36s of the Articles of Association.
- This agencia, the Report and Accounts for 1984, together with the Report of the Audion urther documentation pertaining to the Agenda are available for impection by sterrain holders of certificates equal by NV Nederlandsch Administratio et Trustication a party office, Burg sileophylem I, Rotterdam, and et the office of the Benk mentioned to na copies may be obtained free of charge.

- Notice of curtificates for shares in Uniterer N,V issued by N,V Netjerlandech Administratic-en Trustlantoor of Ameterdem, "Nedembrust certificates", wishing to attend the meeting without taking part in the voting must open auch certificates by Wederceday Stin Niley, 1998 at any of the offices memorised in IAJ above. Upon production of the recept then issued to them, such Nedembrust certificate holders will be admitted to the meeting.

- surrander their certificates for FI.20 or a multiple thereof (but. In the case of entificates for 7% cumulative preference shares, representing a total normal amount of 1,000 or a multiple thereof) so NV Nederlandsch Administratio en Trustumoor, 2.2 Voorburgwell 326-328, Ameterdam, and-or

iem, 23rd April, 1966 THE BOARD OF DIRECTORS

Appointments

SYNDICATE ASSOCIATE

A leading internetional investment group requires an Associate for its London-based Eurobond Syndicate Depertment to ect es liaison between London end New York Depertments on introduction of new Eurobond products by initieting end meinteining e continuous flow of relevent informetion pertaining to ell segments of Euromarkets. Applicents must heve proven ebility to analyse merket trends: essimilete informetion generated from trading, sales, syndicate end banking sources, end relete them to clients, reeds end be eble to determine viability of potentiel U.S. corporate privete placements. A minimum of 2 yeers' experience in Corporate Bond Syndication required, ideally with some experience geined in U.S. trading/underwriting environment. Education to 8A standard essential, ideally in economics, and fluency in French (in addition to English) desirable. Aged mid-twentiets. Salary negotiable.

Please write in strictest confidence, enclosing curriculum vitae, to Box A.8982, Financial Times, 10 Connon Street, London EC4P 4BY

ACCOR

- CORPORATION ORGANIZED UNDER FRENCH LAW GOCIETE ANONYME)
 CAPITAL: FRENCH FRANCS 890 218 700 REGISTERED HEAD OFFICE: 2 RILE DE LA MARE NEUVE 91000 EVRY K
- (FRANCE)
 COMMERCIAL REGISTER: CORRELL-ESSONNES & 602 035 444. FIRST NOTICE TO HOLDERS OF BONDS 75% 1944-1999 OF U.S. DOLLAR 1.000 EACH, CONVENTIBLE INTO ORDINARY SHARES OF
- ACCOR
- The holders of International Bonds 71,% 1984-1999 issued by Accordand convertion into ordinary shares are called to an Ordinary General Meeting to be held at 30. Bid Hassamann Faris 98ME (France) on May 9 1985 't 5 pm in order to consider the following apends:

 —Aproirbmen, of the bondholder's representatives, powers, end of the bondholder's representatives, powers, end of their repent extent.

ACCOR

SOCIETE ANONYME INCORPORATED WITH LIMITED LIABILITY IN Z RE OF LA MARE NEUVE, SIDET EVRY (FRANCE)

2 RE OF LA MARK NEUVE, 91001 EVRY (FRANCE)
NOTICE TO THE MOLORAS OF THE U.S. DOLLAR 40.800.000
713% CONVERTIBLE BONDS DUE 1939 OF ACCOR.
Notice if Revolv given be the Board of Directors of Accor to the holders of the U.S. Dollar 40.000.000 75 per cent Convertible Strate europe 1939 of Accor that in application of Article 1941 of law dated July 24th 1965 it was decide in its meeting of April 16th 1985 to suspend the right to Convert the bonds into ordinary shares of Accor from April 16th 1985 to August 15th 1985 included.

SWISS BANK CORPORATION (OVERSEAS) S.A., PANAMA SWISS BANK CORPORATION (OVERSEAS) LTD., NASSAU SBC FINANCE (CAYMAN ISLANDS) LTD., GRAND CAYMAN

NOTICE TO HOLDERS OF THE 81.7% USS CONVERTIBLE BONDS 19.0-90 AND TO HOLDERS OF THE WARRANTS OF THE WARRANTS OF THE WARRANTS OF THE WARRANTS SIGN. DIM BONDS WITH WARRANTS SIGN. DIM BONDS WITH WARRANTS WE THEN TO THE SIGN OF THE SIGN OF

warrant holders of March 7, 1945.

54.7, U3S Convertible Books

According to the Terms and Conditions of the Books the Convertion price
of USS 176. See better agricipation
for the Books the Convertion the Control
10d each has been reduced to
USS 173. Upon convertion the difference or USS 13S. or USS 1350respectively between the principal
amount of such Bood and the reduced
conversion brice trultoiled by 8 or
50 respectively will be paid to the
conversion beacholder.

Converting Deadbolder. Warrants of the Sun, USS Bonds.
According to 1883-53-corden of the Warrants the perchase price of Sr. 280- per bearer participation tertificate of Sh. 88. Bank Corporation in the nominal amount at Swiss Francs. 100 each has been reduced to Sr. 272.

1985.
SWISS BANK CORPORATION
OVERSEAS) SA.
SWISS BANK CORPORATION
(OVERSEAS) LTO.
SEC FINANCE (CAYMAN ISLANDS)
LTO. April 19, 1965

SOCIETE GENERALE - \$ US 50.000.000,-FLOATING RATE **NOTES DUE 1991**

For three months, April 18, 1985 to July 17, 1985, the rate of interest has been fixed at 9 % P.A.

The interest due on July 18. 1985 against coupon ar 24 will be \$ US 22.75 and has been computed on the actual number of days elapsed (91) divided by 360.

THE PRINCIPAL PAYING AGENT SOCIETE GENERALE ALSACIENNE DE BANQUE 15. Avenue Emile Reuter Luxembourg

AUSTIN REED GROUP PLC NOTICE IS HERERY GIVEN that the Register of Members will be CLOSEO and the registration of transfers of ALL CLASSES of shares will be suspended from 20 May to 30 May 1985 both tastes inclusive.

FT COMMERCIAL LAW REPORTS

Foreign law defence barred in sherry case

WILLIAMS & HUMBERT LTD v W & H TRADE MARKS (JERSEY) LTD AND OTHERS RUMASA SA AND OTHERS V MULTINVEST (UK) LIMITED AND OTHERS Court of Appeal (Lord Justice Fox, Lord Justice Lloyd and Sir John Megaw): April 3 1985

WHERE A company controlled by a foreign state sues for recovery of assets situated in England, the detendant cannot assert that the action

defendants in another action, from orders made by Mr Justice Nourse on interiocutory applications in the two actions (FT.

Multinvest (UK) Ltd and others, defendants in another action. The effect of the 1976 arrangefrom orders made by Mr Justice ments was to remove the Dry Nourse on interiocutory applications in the two actions (FT. January 15, 1985).

In the first action, the "trade marks" action brought by Williams & Humber Ltd, an the English company, the indge atruck out part of the amended defence. In the second action, the "Multinvest" action brought by Rumasa SA, a Spanish company, and its two subsidiary banks, Jerez and Norte, he refused an application for leave to amend the defence. Mr Jose Maria Ruiz-Mateos was a defendant to both actions. LORD JUSTICE FOX said that Williams & Humbert, sherry and was absolutely entitled to the trade marks in that name. It arose out of loans of about 548m made during 1982 by Jerez on the contract of the second action alleged that the plainting because the proceedings were an attempt to enforce a foreign by the English court.

Withiams & Humbert, sherry and was absolutely entitled to the trade marks in that name. It arose out of loans of about 548m made during 1982 by Jerez on the court of the Dry Sacks sherty and was a position of them in Mr Mateos and his family.

Williams & Humbert started the "trade marks" action, in which it claimed rescission of the arrangements on the ground ther alia, that they were ultrusted to relief because the proceedings were an attempt to enforce a foreign by the English court.

Withiams & Humbert surely the claimed rescission of the arrangements on the ground ther alia, that they were ultrusted to relief because the proceedings were an attempt to enforce a foreign by the English court.

Withiams & Humbert sarted the "trade marks" action, in which it claimed rescission of the arrangements on the ground ther alia, that they were ultrusted to mark the plainting action alleged that the plaintin

company. The shareholding in Rumasa was then owned 50 per cent by Mateos and the remain-der by his brothers and sister. At the end of 1975 and in early 1976 certain transactions were effected in relation to the were effected in relation to the Dry Sacks trade marks. Williams & Humbert agreed to assign the trade marks to W & H (Jersey), a company incorporated for the bolding or of trade marks, and W & H (Jersey) agreed to grant licences hack to Williams & Humbert to use the marks.

It was a condition of the agree-ment that W & H (Jersey) could terminate the licences without notice if part of the Rumasa share capital or assets, or those of its subsidiaries, should be share capital or assets, or those of its subsidiaries, should be compulsorily acquired.

The issued share capital in which is the defences were bound to fail. He therefore struck out the material part of the amended defence in the Trade Marks

cannot assert that the action is an attempt by the state io enforce its expropriatory laws if the relevant laws were aiready in force and recognised by English law before the action began, or ff the assets were not the subject matter of the laws and would be recoverable by the company and not by the state.

The Court of Appeal so held hy a majority (Lord Justice Lloyd dissenting), when dismissing appeals by W & H Trade Marks (Jersey) Ltd and others, defendants in one action, and Multinvest (UK) Ltd and others, defendants in another action, from orders made by Mr Justice ments was to remove the Dry ments was to remove the Dry in they were to be held for them absolutely.

All those arrangements had taken effect by the end of 1850. In 1983, decrees were enacted in Spain expropriating all sabres in some 230 companies in the Rumasa, group, including Rumasa, Jerez and Norte. Spain was to take immediate possession and to assume all powers of company operation.

As a result the shares in W & H (Jersey) became beld on trust for the beneficiaries absolutely, and Spain controlled Williams & Humbert through Rumasa.

The effect of the 1976 arrangements had taken effect by the end of 1850. In 1983, decrees were enacted in Spain expropriating all sabres in some 230 companies in the Rumasa, group, including Rumasa, Jerez and Norte. Spain was to take immediate possession and to assume all powers of company operation.

As a result the shares in W & H (Jersey) became beld williams & Humbert through Rumasa.

trolled by Multinvest NV, a Netherlands company, owner of

Mr Mateos bad put in a defence, and sought to amend it by raising a similar defence to that pleaded in the Trade Marks

action

was accountery entured to the trade marks in that name. It became incorporated in 1952.

In 1972 Rumasa acquired the whole of the issued share capital of Williams & Humbert's holding gave instructions for the loans made during 1982 by Jerez on the direction of Norte, to various puppet companies. They all gave instructions for the loans to be credited to accounts con-

the issued share capital of Multiwest UK. Before February 1983 the entire issued share capital of Multinvest NV was held to the order of Mr Mateos. The State of Spain caused Rumasa, Jerez and Norte to commence the Muitinvest action, alleging that Mr Maleos acted in breach of his fiduciary duties to

English law recognised the authority of a foreign state to legislate about property within its border. If that property had been brought under the control, within the foreign jurisdiction, of the person to whom title was given by the foreign legislation, the English courts would not interfere with his title or possession (see Luther v Sagor [1921] 3 KB 532; Princess Paley Olga [1929] I KB 718).

In the present case, the decrees were in no way in excess of territorial jurisdiction and would be recognised in England. It was, however, a principle of English law that the courts had no jurisdiction to entertain an action for the enforcement of a penal izw of a

courts had no jurisdiction to entertain an action for the enforcement of a penal iaw of a foreign state.

Much reliance was placed by the appellants on Peter Buchanan [1955] AC 491 n beneft of the company. The where proceedings in Ireland were brought to collect Scottish revenue debts. Since the Irish courts, like most others would not collect the Revenue debts of another country, the claim failed. failed.

failed.

The purpose of the relevant foreign law in that case was the collection of revenue, and it could not be achieved without the aid of the law of the forum. In the present case the purpose of the relevant foreign law was to acquire the shares in Rumasa companies. That hed heen achieved and the assistance of the law of the forum was not necessary.

ecessary.
The contention that the Trade Marks action was an attempt by the Spanish State to enforce the decrees indirectly in respect of

had heen fully achieved. The decrees were recognised as valid hy English iaw and had heen carried into effect. The shareholding in Rumasa had been transferred.

To talk of "enforcement" of

To talk of "enforcement" of the decrees was beside the point. So far as they were concerned, there was nothing left to enforce. Williams & Humbert was seeking to recover its trade marks. That was oot an enforcement of the decrees directly or in-directly. It was an enforcement of the ordinary rights of Williams & Humbert under the law of England. The decrees

in the name of a Jersey trust action, and refused leave to formed no part of the cause of amend in the Multinvest action.

English law recognised the action.

English law recognised the forthem absolutely.

All those arrangements had

the decrees were irrelevant. The cause of action existed before they were enacted, and was not affected by them.

There was no busis on which English law, having recognised the fully implemented decrees, could cut down their effect. The subject of the decrees was the shares and rights incident thereto. thereto.

The action was not in form a claim hy the Spanish State, and there was no justification in English law for disregarding the separate corporate personality of Williams & Humbert or for

acceptable. The same considerations applied to the Multinvest action, save that the claim was made by Spanish companies whose shares were the subject of the decrees. There was no hasts for refusing them relief to which they would otherwise be en-titled. They would have heen entitled to sue hefore the decrees were enacted, and the decrees could not destroy that

right.

The defence was bound to fail in both actions. The appeals should be dismissed.

Sir John Megaw agreed.

LORD JUSTICE LLOYD, dissent-

decrees indirectly in respect of property in England (i.e., the trade marks). was without foundation in English law.

The purpose of the decrees was to obtain control of Rumasa, with that would go control of with that would go control of Williams & Humbert, All that would allow the appeals in both cases.

For the plaintiffs in both actions; C. A. Brodie QC, Alon Steinfeld and Daniel Gerrans (Herbert Smith & Co.).

For the defendants in the Trade Marks action: Mark Littman QC, Robert Reld QC and Simon Berry (Denton Hall, & Burgin),

For the defendants in the Maltimate action. Mark Littman and Littman Mark Littman. Multinvest action: Mark Littman OC. Robert Reid OC and W. R. Stewart Smith (Denton Hall &

23rd April, 1985

By Rachel Davies

These securities have been sold outside the United States of America and Japan. This announcement appears as a matter of record only.

NEW ISSUE



INTERNATIONAL BANK FOR RECONSTRUCTION AND DEVELOPMENT

> Japanese Yen 25,000,000,000 65/8% Yen Bonds of 1985, due April 23, 1990 (Eighth Issue)

> > Issue Price 99% per cent.

The Nomura Securities Co., Ltd.

Algemene Bank Nederland N.V. Banque Nationale de Paris

Daiwa Europe Limited **IBJ** International Limited

The Taiye Kebe Bank (Lanemburg) 5.A.

Wate International (Europe)

Mitsubishi Trust & Banking Corporation

Nippon Credit International (HK) Ltd.

Union Bank of Switzerland (Securities) Limited

Bank of Tokyo International Limited Citicorp Capital Markets Group Deutsche Bank Aktiengesellschaft LTCB International Limited

Sumitomo Trust International Limited S. G. Warburg & Co. Ltd.

The Nikko Securities Co.,

Yamaichi International (Europe) Limited

			•	•		
Al-Mail Group	Astro International	Ar	abien General Investme	est Corporation	. 5	mea Commerciale Italiana
Names del Cottando	Banco di Roma	BankAmer	ice Capital Markets Gr	pusp :	Bank Gutzwiller, b	(mz. Bungener (Overseas)
Bank Les Interstitional Ltd.	The Bank of Yekokama (I	Europe) S.A.	Bankers	Trust Interestional	Banq	ne Brazalies Lambert S.A.
Banque Indusez	Besque Paribas Capital Marks	ets	Banque Pop	eletre Suisse SA Luxen	bourg	Emque Worms
Barciays Merchant Bank pic	Baring Brothers & Co.,	1	Berliner Handels- and I	raphforter Bank	Cuicce d	es Dépôts et Consignations
James Capel & Co.	Chemical Bank International Grou	p p	Commerzbank Aktometische	County Ba	nk.	Credit Suisse First Boston
Del-Echi Enrope	Dal-Ichi Kangyo International		Daiws Bank (Capit	tal Management Ltd.		DG BANK
Dominion Securities Pitfield	Ezzikikia Seco	urities do Lingües	74	ster Bank Zurich	1	Fuji International Finance
Generachefiliehe Zentrallande /		der beierreich	ischen Sparkamen	Goldman Sachs Int	ernetional Corp.	Hill Samuel & Co.
Kidder, Peebody International	Kleiswort, Benson	Kokas	nt Europe	Kredictback N.V.	Kredict	bank International Group
Karrait Foreign Trading Contracti	ing & Investment Co. (S.A.K.)	Kovait Invest	nest Company (S.A.K.)	Kyowa Rank Nec	ierland N.V.	Lioy de Bank International
Merris Lyuch Capital Markets	Mitsubishi Flance Lat	erpational	Mitsei Fin	nce International	Mitsul	Trust Bank (Europe) S.A.
Morgan Greatel & Co.	Margas Gosranty Ltd		Morgan Sinnie	y interretional	Ne	n Japan Securities Europe
Nippes Kangye Kakamura (Europ	oe) Okasin Inters	stiens (Europ	e) O	rion Royal Bank	Osaka	ıya İnternational (Europe)
N. 14, 20thschild & Sons	Pierson, Heldeing & Pierson	N. V.	PK Christina	ia Bank (UK) Lad.	Saloty	non Brothers International
Sarres International	Sanyo International	J. Her	ir) Schröder Wage & C	io. S	kopback	Societé Genérale
Société Générale de Banque S.A.	Svenska Handelsbanken Ge	out.	Switz Bank Corporation	n (mierneilmee)	Takwein Interna	Liousi Rank (Emmont S.A.

NEW YORK STOCK EXCHANGE 28-29 AMERICAN STOCK EXCHANGE 29-30 U.S OVER-THE-COUNTER 30, 38 WORLD STOCK MARKETS 30 LONDON STOCK EXCHANGE 30-33 UNIT TRUSTS 34-35 COMMODITIES 36 CURRENCIES 37 International Capital Markets 38

S

case

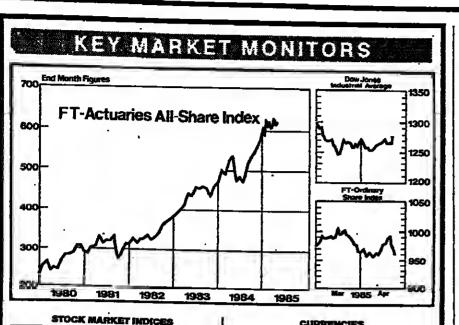
og stom ember sign

SECTION III - INTERNATIONAL MARKETS

FINANCIAL TIMES

Wednesday April 24 1985

Cool reception for tightly-priced **Eurobonds, Page 38**



CALL TORK	April 23	Previous	Year ago	1	U.S.	DOLLAR	
DJ Industrials DJ Transport DJ Utilities S&P Composite	1,271.97* 583.37* 155.31* 181,15*	1,266.56 582.48 154.90 180.70	1,149.5 498.05 125.87 177.61	(London) S DM Yes	Apr 23 3.072 249.65	3.011 248.55	Apr 1.2 3.8 312
FT Ord FT-SE 100 FT-A All-share FT-A 500 FT Gold mines FT-A Long glit	959.8 1,284.9 819.05 678.86 507.6 10.5	971.6 1,294.9 624.23 685.61 512.8 10.47	887.6 1,105.4 522.44 567.90 688.0 10.31	FFr SwFr Guilder Lira BFr C\$	8.365 2.5475 3.4725 1,960.0 61.7 1.358	9.195 2.4935 3.41 1.918.0 60.55 1.348	11. 3.19 4; 2,454 77. 1.70
101000					INT	EREST RA	TES
OKYO Nikkei-Dow Tokyo SE	12,124.14 951.08	12,179.92 952.81	10,800.8 848.51		offered r		Apr 129
All Ord.	859.8 565.7	848.4 550.2	759.3 540.7		iwFr DE Fr On Interi	ank fixin	51 51 103

AUSTRIA

NETHERLANDS

ANP-CBS Gen

ANP-CBS Ind

NORWAY

Oslo SE

SINGAPORE

Straits Times

SOUTH AFRICA

Industrials

Madrid SE

SWITZERLAND

Capital IntT

Silver (spot fixing)

Oil (spot Arabian light)

Copper (cash)

Coffee (May)

Londor

Zürlich

Paris (fixing

Luxembourd

New York (June)

Swiss Bank Ind

SPAIN

SWEDEN

Apr 22

204.0

COMMODITIES

GOLD (per ounce)

204.2

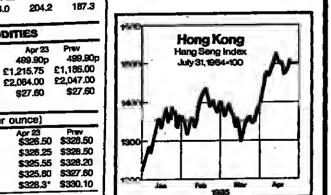
Apr 23

499.90p

\$27.60

				foriging (are)				
USTRIA Credit Aktien	79.59	78.84	54,96	3-mont			8¼ 8'% 7%* 9.10"	8% 7.65 8.20
ELGIUM Belgien SE	2,233,29	2,224,23	_	U.S. 3-month			7.72	7.65
ANADA					U.\$ B	DHDS		
Toronto				Treasury	Ap	r 23°	P	nev
Metals & Minis Composite	2,020.7° 2,633.1°	2,022.5 2,630.7	2,177,0 2,325.2	10% 1987 11% 1992	101 %s	9.801 11.126	101 ²⁷ /m	
Portiolio	129,95*	129.98	112,82	11¼ 1995 11¼ 2015	100%2	11,228 11,315	1002734	
énmark				Corporate .	Apr	23*	Pre	v
Copenhagen SE	192.44	191.12	192.67	AT & T	Price	Yield	Price	Yleid
RANCE CAC Gen Ind, Tendance	213.0 115.9	213.3 116.4	173.0 90.7	10% June 1990 3% July 1990 8% May 2000 Xerox	75 77%	11.30 10.18 11.95		11.30 10.18 11.95
EST GERMANY FAZ-Aktien Commerzbank	424.85 1,230.4	424.67 1;290.1	359.58 1,022.7	10% March 199 Diamond Shami 10% May 1993 Federated Dept	rock 93%	11.65 11.85	94%	11.65
ONG KONG Hang Seng	1,511.63	1,487.40	1,115.85	10% May 2019 Abbot Lab	88.253		88,253 97,186	12.10
ALY Banca Comm.	275.14	276.44	219.48	11.80 Feb 2019 Alcoa			96.011	12.65

1,511,05	1,407,40	1,110.00	11.80 Feb 2019	97.186	12.15	97.186	12.15
275.14	276.44	218.48	Alcoa 12% Dec 2012	96.911	12.65	96.911	12.65
206.4 166.4	207.2 166.3		FIN	ANCIAL	FUTU	RES	
1007	100.0		CHICAGO			Low	Prev
916.26	313.51	281.47	U.S. Treasury 8% 32nds of 10	0%			
			June	71-29	72-02	.71-25	72-07
795.04	787.99	995.23	Sim points of	/ Bills (19 100%	IN)		
			June				92.15
n/a	1,116.3	1,033.7	Cortificates o		ur (Hatain))	
n/a			\$1m points of June	01.52	91 57	91 48	91.62
			LONDON	31.02	#1.5F	21340	J.,UZ
110.02	110.15	82.11	Three-month	Eurodof	ler .		
			\$1m points of	100%			
,435.35	1,430.71	1,527.5	June 20-year Notic	91.15 onal Gift		91.10	91.19
			250,000 32nds	of 100%			
418.0	419.2	372.3	June	107-07	107–18	107-06	10715
	Deme	Veerage					



WALL STREET

Funds rally finds ready response

THE STEADY slide in interest rates on Wall Street was checked yesterday when a rally in the federal funds rate found a ready response throughout the credit market, writes Terry Byland in

Short-term rates gave back around 12 basis points of the recent gains, while bond prices gained half a point or so. The stock market, although still discouraged by lacklustre results from major corporations, steadied from early

At 3pm, the Dow Jones industrial average was up 5.41 at 1,271.97. There was a slightly cautious re-sponse in the credit markets to the latest batch of economic data. A gain of 0.5

STEPLING

1.2775

317.5 11.77

4.3575 2,455.0

77.6

Apr 28 1.252 3.845 312.25 11.72

4.35 2,454.0

77.25 1.7025

per cent in March consumer prices was a shade higher than expected, and raised again the spectre of inflation which is the scourge of bond prices. On the other hand, a drop of 2.3 per cent in durable goods orders last month provided fresh evidence of a slowing econo-

my.

The absence of an early move to cut
Federal discount rate, reflected also in firmness in the U.S. dollar, cooled some of the more enthusiastic bond traders. But selling in the bond market was very light, and the market continued to look for further falls in rates. The stock market opened flat, in the

face of falling profits at the oil majors and more bad news from the technology sector. However, most of the selling in these sectors had already been completed, and the market later steadied.

Data General fell by a further \$2% to \$38% after confirming that profits had fallen sharply in the first quarter. But the mainframes rallied from early losses, and IBM added ½ to \$128½, Burroughs \$% to \$59½, and Digital Equipment was unchanged at \$100.

In oils, however, Exxon dipped \$% to \$52 and Atlantic Richfield \$% to \$48. Ashland Oil inched up \$% to \$30% on the Results from the steel industry were

received calmly. Armco steel added % to \$7% while Bethlehem Steel at \$17% was unchanged, both after their latest trad-The airline sector was chastened by

news of a loss at United, which plans to buy Pan American's Pacific operations. At \$42%, United slipped by \$1/4. People to \$8%.

Stock in Phibro-Salomon added \$1/2 to \$38% after disclosing excellent trading results for the first quarter. Other brokerage issues to improve in anticipation of good results included Paine Webber,

\$1/2 up at \$35%. Among the pharmaceutical stocks, Bristol-Myers added \$\% to \$57\% on the increased first-quarter earnings. Merck put on \$% to \$102% in thin trading.

General Motors gave up an early advance to trade 5% lower at \$70% in response to its results. But Ford was \$4 higher at \$43%.

Elsewhere in motor-orientated stocks, Borg-Warner at \$21% lost \$%, while Goodyear Tire at \$26% gained \$%, both after trading figures.

Results from Sears Roebuck were

slightly above expectations, and the stock rose \$\% to \$33\%. J.C. Penney at \$45% gained \$% but other retail issues

The highlight among consumer stocks came from Coca-Cola which said it was revising its formula after 99 years, but the stock dipped \$% to \$71.

Food companies featured Beatrice group, \$% up at \$31%, and Dart & Kraft, \$% better at \$93, after their respective

trading figures.

Meanwhile, the batch of takeover situations cootinued to trade actively. Another buge turnover in Unocal saw the stock \$1% higher at \$49% after the board offered to buy 50m shares at \$72 as its latest defensive strategy against Mr T. Boone Pickens.

Trading in CBS slackened and the stock dipped \$1/4 to \$1091/4 as analysts

continued to run the tape measure over Mr Ted Turner's bid, and backed away from the high yielding paper offered for CBS stock. RCA, the latest takeover hope among the media stocks, traded unchanged at \$43%. Crown Zellerbach shaded down by \$\% to \$41\%.

In the credit market, traders were impressed at mid-session to see Federal funds dipping below 8 per ceot once again. The sharp fall in funds since the tax season came to its end has provided the chief support for the view that the Federal Reserve may already have begun to ease policy in order to recharge a sluggish economy.

However, other short-term rates were slow to follow the fund rate downwards. Three-month Treasury bills at 7.72 per

cent were 12 basis points up.

The bond market traded quietly, although early gains were clipped as Fed funds eased. The key loog bond, the 11.25 per cent of 2015, shed 1½ to 992½, its first fall below 100 for several sessions.

LONDON

Unreceptive. mood for blue chips

LIGHT SELLING of blue chip industrials found the London equity market in unreceptive mood yesterday and the FT Ordinary share index fell sharply for the third consecutive session. It dropped 12.0 for a three-day loss of nearly 32 points of 1850 s points to 959.6.

Interest rate uncertainties continued to be the main deterreot to fresh investmeot. A marked late rally in the dollar failed to restore eothusiasm for international issues which bave suffered badly

through the sharp recovery in sterling. Chief price changes, Page 30; De-tails, Page 31; Share information ser-vice Pages 32-33

SINGAPORE

BARGAIN HUNTING and short covering produced a buoyant Singapore market as the Straits Times industrial index rose 7.05 to 795.04 in moderate higher turnover. The political sceoe in Sabah, which had unsettled the market on Monday, emerged more docile and had little impact on trading.

Among the actives, Promet represented about 10 per cent of the session's volume and ended unchanged at SS1.45, while TDM rose 6 cents to S\$3

Elsewhere, Haw Par firmed 4 cents to

SOUTH AFRICA

THE FIRM performance of the bullion price failed to prevent a slide in Johannesburg gold shares. Randfontein suffered one of the

sharpest falls - a R5.50 drop to R216.50 while Southvaal sustained a proportionally beavier drop of R4 to R91. Mining financials and other minings

followed the downward path of the gold sector with Gencor retreating 75 cents to R27, diamond leader De Beers easing 15 ceots to R10.10 and Rustenburg Platinum dropping 25 cents to R17.25.

HONG KONG

FURTHER Jardine Matheson takeover speculation gave strength to Hong Kong and took the Hang Seng index back over the 1,500 threshold with a 24.23 rise to 1,511.63.

Jardine finished the day 20 cents ahead at HK\$12.50 after reports that the greup may also dispose of its stake in Hongkong Land which was steady at HK\$6.30.

Other features of the session were a 30-cent rise for Cheung Kong at HK\$16 and the 75-cent surge to HK\$45 for Hongkong Electric.

CANADA

stronger performance on Wall Street. first-quarter profit. Among other actives were International Thomson CS% off at C\$8%, Dome Mines C\$% down at C\$12%

and Lac Minerals C\$\% higher at C\$36.

AN EARLY decline in Toronto was reversed as investors took beart from the Northern Telecom traded CS% up to C\$48 after Mooday's sharply higher **EUROPE**

Corporate news fuels Frankfurt

CONTINUED OPTIMISM over the outlook for corporate profits took shares to a second successive record high in Frankfurt yesterday before some late profit-taking left prices closing mixed on

The mid-session calculation of the Commerzbank index, up 0.3 at 1,230.4, caught the day's firmest price levels. The subsequent profit-taking began when expected late foreign orders failed to materialise.

The dollar's mild resurgence on the foreign exchanges had little effect on trading, which was described as thin. Luxury carmaker Daimler was one of the day's bright spots, adding DM 7.20 to DM 686, after a high of DM 668, as it fi-nally acquired a 68 per ceot stake in Dornier, the closely beld aeronautics

The other motor manufacturers were mixed. Volkswagen eased 30 pfg to DM 205.20 and BMW lost DM 2 to DM 373.50 but Porsche added DM 5 to DM 1,195.

Trading in chemicals shares picked up briefly in the wake of 1984 dividends and sharply improved net profit figures from BASF and Hoechst. The DM 9 payout from both, after DM 7 in 1983, was in line with expectations although some disappointment was registered at the lack of a bonus dividend.

BASF ended just 10 pfg higher at DM 205.70 but Hoechst slipped 80 pfg to DM 214. Bayer, expected also to announce a DM 9 dividend today, shed 50 pfg to DM

In the electrical and high-technology sector, IWKA cootinued its advance, putting on a further DM 3 to DM 311.50, but Siemens shed 80 pfg to DM 546.20 and AEG slipped 20 pfg to DM 112.80.

Bond prices were steady in very quiet trading with most operators remaining out of the market until a clear price trend emerges. The Bundesbank sold a small DM 13.2m of paper after sales totalling DM 21.7m the previous day.

The start of the pew, two-week forward market period helped Brussels ahead, and the SE index added 9.06 to

Utilities were also helped by a further %-point cut in rates on short-term Treasury certificates.

Ebes put on BFr 10 to BFr 3,110, Tractionel BFr 70 to BFr 4,070 and Intercom BFr 35 to BFr 2,230.

Publication late in the day of the inhibited trading in Amsterdam where the ANP-CBS General index slipped 0.8 to 206.4.

Among the major companies, Royal Dutch fell Fl 3.10 to Fl 200.30, Unilever shed Fl 1.20 to Fl 344 and KLM slipped F1 1.70 to F1 57.50.

In the banking sector, some profit-taking pushed ABN down Fl 3.50 to Fl 429.50, while NMB put on 50 cents to FI

Bond prices were little changed ahead of the state loan tender.

In the eveot, the Finance Ministry accepted bids totalling FI 1.25bo for the 7.75 per cent loan, due 1991/2000, which it priced at 100.2 per cent. This produced an average effective yield of 7.72 per

A mixed to lower trend was seen at the start of the new monthly account in Paris with the mood soured by concern over the release, late in the day, of the 1984 accounts of the state-owned Renault motor group.

Pernod-Ricard picked up just FFr 1 to FFr 701 in the wake of its lower consolldated net profit but higher 1984 divi-

A mixed to lower performance was seen in Zurich with banks mostly lower despite recent, favourable interim statemeots. Credit Suisse fell SwFr 30 to SwFr 2,420, Bank Leu SwFr 95 to SwFr 3,530 and Swiss Bank Corp SwFr 6 to SwFr 379.

Hero shed another SwFr 200 to SwFr 4,050 ahead of today's general meeting of sharebolders.

Bonds were steady in moderate vol-

Stockholm turned higher, reversing the downward drift of recent sessions on

turnover that picked up to SKr 179.5m from Monday's SKr 53.2m.
Volvo added SKr 2 to SKr 274 as it signed a final agreement with Clark Equipment of the U.S. to form a new

construction equipment company, registered io the Netherlands. In a mostly higher Copenhagen, Novo added DKr 35 to DKr 1,465 as it announced a new enzyme product to be used in the manufacture of sweeteners

from starch Milan and Madrid were both easier in quiet trading.

TOKYO

Further ground is given up

LIGHT SELLING cootinued in Tokyo yesterday, in the absence of buying in-ceotives, driving the Nikkei-Dow market average still lower, writes Shigea Nishiwaki of Jiji Press.

The indicator dropped 55.78 to 12,124.14. Volume totalled 303.13m shares, recovering from Monday's low for the year of 231.99m. Losing issues outpaced those to gaio by 453 to 285,

with 172 issues unchanged.

Most institutional and individual investors remained on the sidelines, with only stocks handled by securities bouses' dealing divisions and speculator favourites traded actively.

Many market participants are closely monitoring moves of hiotechnology is-

sues, which have been leading the downward trend since early last week after pushing the market to record levels. Small-lot selling continued to hit these issues, but no sharp drops were re-corded since dealers and speculators

corded since dealers and speculators bought them on their way down.
Yamanouchi Pharmaceutical fell Y70 to Y2,930 at one stage in the morning on light selling, but later buying propelled it back to Mooday's closing level of Y3,000. Kaken Pharmaceutical added Y340 to Y2,930 and Green Cross gained Y50 to Y2,930, but Dainippon Pharmaceutical finished Y90 down at Y4,240.
Analysts do not think the rise in some

Analysts do not think the rise in some issues indicated a halt in the general downturn in hiotechnologies. Yamanouchi, whose margin buying balance re-mains high, has already lost nearly Y1,500 from a Y4,450 high in February, although its average margio huying price is said to be around Y4,000. This shows that while investors are holding Yamanouchi shares in expectation of a rebound, a slow recovery could unleash massive selling, according to analysts.

Consequently, many leading brokers are trying to shift investor interest from biotechnologies to noo-ferrous metals and constructions, but to little avail. Dowa Mining advanced Y14 to Y779 oo the day's beaviest trading of 14.95m shares, but Sumitomo Metal Mining dipped Y10 to Y1.770.

Both bears and hulls were represeoted among institutional investors and brokers on the bond market, reflecting the positive and negative aspects of the drop in U.S. interest rates and the value of the yen. The yield on the barometer 7.3 per cent government bonds due in December 1993 edged up to 6.565

AUSTRALIA

SOLID SUPPORT for resource and gold issues by overseas investors injected a firmer tone in Sydney and took the All Ordioaries index 11.3 points bigher to

Mioers were favoured with CRA 22 cents stronger at A\$6.60, BHP 20 cents up at A\$5.70 and North Brokeo Hill 12 ceots higher at A\$2.72. Bougainville was traded 12 cents up to A52.30 while MIM Holdings picked up 7 ceots to A\$3.16.
In the broader energy field, Ampol

and Hartogen bad gains of 15 cents to A\$2.80 and A\$3.05 respectively, Adelaide Steamship advanced 20

cents to A\$6.80 after indicating its intentions to more than double its current stake in Wormald International, the fire protectioo and detection group, which firmed 2 ceots to AS3.80.



Falcon BUSINESS CLASS GOLDEN ECONOMY CLASS

FIRST CLASS

*The most comfortable sleeper seat in the sky. *Choice of a 6 course menu honoured by

La Chaine des Rotisseurs.

*Plus aromatic Arabian coffee, Omani dates and the traditional Arabian farewella sprinkling of rosewater.

*Only 35 super-wide seats that allow you to work * 12 channel stereo and film, FREE.

or really stretch out.

* Comfort kits.

Free refreshments and entertainment.

 Choice of International or Middle Eastern cuisine.

* The freshest fruit.

* Pick of the day's newspapers and magazines. * Slipperettes and eyeshades.

* A choice of meals. In fact, all the extras you'd expect flying other airlines' Business Class.

Call your travel agent or Gulf Air. 73 Piccadilly, London W1V 9HF. Telephone: London 01-409 1951. Birmingham 021-632 5931. Manchester 061-832 9677/8. Glasgow 041-248 6381. Or key Prestel 223913. ASU DITABLAMMAN ATHENS BAHRAIN BANGKOK BEIRUT BOMBAY CAIRO COLOMBO DELHI DHAHRAN DHAKA DOHA DUBAI FRANKFURT HONG KONG JEDDAH KARACHI KHARTOUM KUWAIT LARNACA LONDON MANILA MUSCAT PARIS RAS AL KHAIMAH RIYADH SALALATI SANAA SHARTAH TUNB

NEW YORK STOCK EXCHANGE COMPOSITE Chige Close Prev. Currie Close 151; - 1a 1916; + 1a 1916; 3016; 3014; 355; + 1a 1114; 2734; - 1a Siz 100a High 42 155g 90 20 1150 1834 3 1812 7 307g 1 32 3 9 1354 1 13g Seech Dr. 76 F 100 High Law Common Reservation of Common Reservati 205g 24 2274 3718 12 Month High Lev 12 Month High Lev 12 Month High Lev 12 Month High 12 M 203₂ 230₄ 221₂ 273₂ 31 10 15% 16% 14% 21% 25 25 25 25 23% 1512 1516 1916 1916 3014 3114 3516 1114 3736 23 16'4 44'8 32 21': 17'4 51'8 24'8 29'8 39'8 20'8 31'4 47'2 30'8 31'4 47'2 30'8 13'8 2077:15:21 14:22 14:25 1 | Section | Sect 30% 27 21 11% 36% 67 18% 43% 40 24 24% 303₈ 267₈ 203₈ 111₂ 36 67 18 91, 411₄ 40 237₄ 241₂ 89, 1879, 18 1640217245416172338511226111877 182257575 10 141245 1416457574164575741645757575 10 1412457575 10 141245757575 10 141245757575 10 141245757575 10 1412457575 10 1412457575 10 1412457575 10 1412457575 10 1412457575 10 1412457575 10 14124575 10 1412 EGG A Engle? LOA Essabar EAL wtO EAL wtO EAL WA Essabar pf EAI pf Essabar 1.20 Essabar 1.20 Esbar 1.20 Echilin .89 Echard 1.04 Echabar 1.00 134 2314 2318 1718 4634 1017, 1017, 100 22 3418 PARTER AND STORES OF THE PROPERTY OF THE PROPERTY OF THE STOREST OF THE STORES OF THE 31 165 51 145₄ 287₄ 301₄ 12 345₉ 201₈ 311₂ 231₈ 251₄ 271₉ 165₈ 141₄ Continued on Page 29

12% 15% 75% 27% 23% 14% 19% 49% 32 37% 1306 344, 9 153 560, 9 3434 5614 5017 21318 1058 271 1534 3117 918 1453 453 453 2412 24 23 1458 371/17 7 17/17 17/ 5 S S 2 4 3 13 20 13 -2 29 17. 1.8 14 S 4 \$ SCM 2

\$ SCM 2

\$ SCM 2

\$ SCM 2

\$ SpSTec .80

\$ Sabring .04

\$ ShpStec .80

\$ Sabring .74

\$ SigdSa .24

\$ SigdSa wt

\$ SalkIn s 40

\$ Sabring .82

\$ SalkIn s 40

\$ Sa

"What's special about these Danish companies?"

Aldivbanken, American Express Bauk A/S, Andelsbanken, Andelssmer a.m.b.a., Bank of America, Baltica-Nerdisk RE, Benzon & Benzon, Burmeister & Wain Skibsværft A/S, Burmeister & Wain Scandinavlan Contractor A/S, Bersinformation ApS, Carlstberg Breweries, Cerekum A/S, C&G Banken A/S, The Chase Manhattan Bank N.A., Copenhagen, A/S Cheminova, Christian Rovsing International A/S, Christiani & Rielsen A/S, Cilibank, N.A., Codan Forsikring, Control Data A/S, Danish Steel Works Ltd., Danmarks Sperekasseferaning, Dansk Cleak A/S, Den Danske Bank, Den Danske Provinsbank A/S, DFDS A/S, De Forenede Bryggerier A/S, Finansieringsinstituttet for Industri og Hindwark, A/S N. Foss Electric, Face Kalk, Gresserer Societetet, Gutenberghus, Handelsbankon, A/S Hellesens, J. C. Hempel's Skibsfarve-Fabrik A/S, H. Heffmann & Senner A/S, Jyske Bank, Kemp & Lauritzen A/S, Kongskilde Koncernselskah A/S. The Bank of Copenhagen, Rebenhavns Fondsbers/Copenhagen Stock Exchange, Larsen & Nielsen Constructor Holding A/S, LK-NES A/S, Magasin Du Nord, McKinsey & Co., Inc., Monberg & Thorsen A/S, Nea-Lindberg A/S, Northern Feather International Ltd., Olivetti A/S, Pederskaath Maskinfabrik A/S, Sanossen & Weets Eft. A/S, Sparekassen SDS, Storme A/S, Surperios as Tinneik-

They are all regular readers of the FINANCIAL TIMES • European Edition

For further information about subscription rates in Scandinavia please contact. Mr. Ejvind Pedersen in Copenhagen:

01-13 44 41



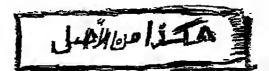
WORLD STOCK MARKETS

	AUSTRALIA (continued) JAPAN (continued)	OVER-THE-COUNTER Nasdaq national market, 2pm prices	IONDON
Apr. 28 Price + or Screek Greditzinstair. 380 + 3 Gre	Apr. 23 Price + er Aust. 5 - 2 Cen. Prop. Trust 2.55 - 0.65 Millian 260 + 1 Martie Hamest 5.12 + 0.04 Millian 260 + 1 Martie Hamest 5.12 + 0.04 Millian 260 + 1 Martie Hamest 5.12 + 0.04 Millian 260 - 1 Martie Hamest 5.12 + 0.05 Millian 261 - 275 - 2 ICA aust. 1 155 - 0.05 Millian 261 - 275 - 2 Millian 261 - 2 - 2 - 2 Millian 261 - 2 - 2 - 2 Millian 261 - 2	Sheet Sheet High Inv Lest Derg Stock Sheet Right Inv Lest Derg Sheet High Inv Inv	Chief price changes
GIT Alcated 1, 300 5 Cayreleur 9, 115 5 Gereleur 1, 1059 -16 Ge Bancaire 639 -7 Coffineg 290 Darmart 2, 175 -95 Oarty 1, 1274 -95 Oarty 1, 1274 -95 Darmart 1, 1274 -95 Darmart 2, 175 -95 Darmart 2, 175 -95 Oarty 1, 1274 -95 Darmart 2, 175 -95 Oarty 1, 1274 -95 Darmart 3, 1274 -95 Darmart 2, 175 -95 Oarty 1, 1274 -95 Oarty 1, 1274 -95 Darmart 3, 1274 -95 Darmart 1, 1274 -95 Darmart 1, 1274 -95 Darmart 1, 1274 -95 Oarty 1, 1274 -95 Darmart 2, 175 -95 Oarty 1, 1274 -95 Oarty 1,	Oalwa Nippon Ptg Oalwa Nippo	Authors	FNICIT
CANADA Sales Suck High Low Date Drog TORONTO Prices of 1.30pm April 23 200 And Price 5 31/4 52/4 53/6 10 10:20 April 23 3400 April mid A 5/2 1/4 1/4 1/4 1/4 1/4 1/4 1/4 1/4 1/4 1/4	1 \$37'. 36', 37'; *\$ 37072 Denson A p 313's 72's 13 + 314 14 14 - 35 5712 Denson B i \$12 113, 113, 113, 113, 113, 113, 113, 11	Bench Benc	GnAud 2 5% 5% 5% 5% -% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6%
AMERICAN STOCK EXCH		Barlon	Grantre 92 8½ 83 8½ 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6%
31-3 21-4 10mm3 263 261 311 10/8 27-4 10/4 21 10/4 31	1	Barlon 10 St. 31, 31, 31, 31, 51, 51, 52, 52, 53, 53, 51, 51, 51, 51, 51, 51, 51, 51, 51, 51	Grantico 2 85 6 87 12 12 12 12 12 12 12 12 12 12 12 12 12
71. 71. Tuched 21. 35 35; 41, 115; 115; 116; 044 3 B 3 14; 14 311; 23 14; 25 14 7200 301; 301; 301; -1; 631; 52 Value 15 15 621; 61 561; 42 Tolicd pi7 76 14 240 641; 541; 541; -11; 618 618 VisualG 30 3.4 13 29 278 63	11- 14-1 14-4 5-54 Yardon 9 101 6-5 6-5 6-5 14-6-14 1-15 5-8 4 Yardon 08 1.6 13 22 5-4 5-4 5-4 14 8-5 11 5-4 Zimer .10 1.8 7 5-5 6-6 6-6 6-5	FINANCIA	

FINANCIAL TIMES

is available early every Monday-Friday in many major Scandinavian towns





Equity leaders fall for third consecutive session

Account Dealing Dates . Option

First Beclara- Last Account Dealings tions Dealings Day
Apr 15 Apr 25 Apr 26 May 7
Apr 29 May 9 May 10 May 20
May 13 May 30 May 31 June 10

"New-time" dealings may take while General Accident gave up gases from 9.30 am two business days

"The time new terms to the Vicential Research of the Vicential Resea

"New-time" dealings may take place from 9.30 am two business days earlier.

Light selling of blue cbip industrials found the London equify market to unreceptive mood yesterday and the FT crdinary share index fell sharply for the third consocutive session. It closed 12 points down for a three-day loss of nearly 32 points to 959.6. The sales appeared to be 2 test for the market but they failed to tempt potontial investors from the sidelines and values soon weakened.

The two newcomers to the United Securities Market received a lukewarm response owing to the general market duliness. Electron House, 8 specialist electron House, 8 specialist electron though the general market duliness. Electron House, 8 specialist electron though the general market duliness, placed at 117p, oponed at 125p but drifted back to 120p. Maximit, a photographic equipment manufacturer, begae at the placing price of 28p and slipped to 28p before settling at 27p.

Matthew Brown dipped 10 more to 335p amid fears that the offer from Scottish and New-castle, now worth around 455p per ghard. It clessed 12 points down for a three-day loss of nearly 32 points to 959.6. The sales appeared to be 2 test for the market but they failed to tempt potential investors from the sidelines and values soon weakened.

The situation was made worse as dealers, many of whom were running level books because of financial end-year considerations, attempted to avoid taking on

attempted to avoid taking on stock. For a while the market was very sonsitive but it settled when the offerings were securely

Interest rate uncertainties, par-ticularly the lack of scope for a further reduction in bank base londing rates, continued to be tho main doterrent to fresh investment. Trade from the late-morning nowards was especially slow. Evon a marked late raily in the dollar failed to restoro enthuslasm for international stocks, which bavo suffered badly recently through the sharp re-covery in sterling. The U.S. currency responded to short-cover-ing after the announcement of further discouraging pointors about the American economy.

Gilt-edged stocks also appeared to be waiting a new lead. The initial 1010 was firm with steriing but news of rising monoy market rates—three month inter-bank moved up to 12½ per cent —touched off zesttered selling, mainly of shorter-dated Gits. Sentiment improved after news of the unexpectedly steep fall in U.S. durable goods orders—down 2.3 per rent against forecasts of around 1 per cont—but it fal-tored again late. Closing losses woro small, ranging to 1 among both abort and longer maturities. Trading conditions were slow to the banking octor. Bank of Scotland, at 445p, retrieved 5 of Scotland, at 445p, retrieved a of the previous day's fall of 20 following comment on the proposed £81m rights issue and on the annual results. The major clearers followed no set pattern with Lloyds 3 dezrer at 548p and Midland 5 lower at 353p, Reflecting democitic maybe influences. ing domestic market influences, Australian issues made good pro-gress. ANZ put on 12 to 212p and

EQUITY GROUPS

& SUB-SECTIONS

CAPITAL GOODS (200)

Building Materials (24)

Contracting, Construction (29)

Mechanical Engineering (63) . Metals and Metal Forming (8)

Motors (17)
Other Industrial Materials (16)
COMSUMER GROUP (178)
Browers and Distillers (23)

ood Manufacturing (20)_

Newspapers, Publishing (12)... Packaging and Paper (14)....

OTHER GROUPS (97) ..

Chemicals (17)
Office Equipment (4)
Shipping and Transport (12).
Miscellaneous (62) Telephone Networks (2)

INDUSTRIAL GROUP (463)_

Insurance (Composite) (7) ...
Insurance (Brokers) (7) ...
Merchant Banks (11)
Property (50)

Other Financial(25) est Trusts (106

Mining Finance (4) Overseas Traders (2.4)

99 ALL-SHARE INDEX (738)_

FT-SE 100 SHARE INDEX

PRICE

1 5 years.

2 5-15 years -

All stocks

Over 15 years.

FIXED INTEREST

Tue April 23

117.42

127.26

149.61

128.11

118.12

Day's change %

Electronics (36)

Leisure (23)...

Stores (42) Textiles (19). Tobaccos (3) .

51 Oils (17)

Index closes 12 down at 959.6

per share, will be referred to the Monopoltes Commission.

the Monopoltes Commission.

Leading Buildings went tower owing to a lack of inforest. Bine Circle encountered further small offerings on persisting rumours that tomorrow's annual results may be accompanied by a rights issue 19 help finance its recent U.S. acquisition and the close was 10 down at the day's lowest of 474p. RMC slipped 4 to 360p and BPB Industries lost 5 to 250p, while Tarmae, annual results duo next Tuosday, eased 19 528p prior to closing a net 4 off at 530p. 10 closing a net 4 off at 530p. News that the company had re-coived assurances about continuing support from its bankers coupled with the agreed salo of its distribution business, UK Petroleum Products, to Powoll Duff-rym for £10.3m cash falled to sustain Burnett and Hallamshire which shed 3 to 52p. Fowell Duff-ryn lost 7 to 2680.

ICI continued to mark time ahead of tomorrow's first-quarter results and settled 4 chesper at

Virtually the only sector to make progress, albeit of a relatively modest nature, on Monday following favourable economic pointers, Stores yesterday failed to attract follow-through domand and finished with losses extending into double-figures. Weeling into double-figures. Weol-worth encountered profit-taking and dipped 20 to 820p, while falls of around 8 were common to Burton, 491p, British Home, 285p. and Debenhams, 252p; tho last-mentioned is scheduled to an-nounce preliminary figures on May 9. Gassies A, hugged recently by revived enfranchise-ment hopes, eased 12 to 813p; the company has agreed to sell its Global holiday operation to rival Intrasun for an undisclosed rival Intasun for an undisclosed

FT-ACTUARIES SHARE INDICES

These Indices are the joint compilation of the Financial Times,

the Institute of Actuaries and the Faculty of Actuaries

Tue April 23 1985

FINANCIAL TIMES STOCK INDICES

	Apr. 23		Apr.	Apr. 18	Apr. 17	Apr. 16	year ago
Government Secs.,	81,73	81,88	81,88	82,00	81,58	81,83	82.32
Fixed Interest	86.17	86,10	86.14	86,05	85,79	28,80	86,27
Ordinary	959,6	971,6	078.a	991,3	988.A	979.3	887, e
Gold Mines	507,6	\$12,8	515.9	e07,2	e21.2	535.5	688,0
Ord, Oly, Yield	4.74	4,68	4,65	4.59	4,60	4,65	4.53
Earnings, Yld. 3 -fuffi	11,96	11,60	11,72	11,67	11,91	11.73	2.98
P.E Ratio (net) :	10.12	10.32	10.39	10.63	10,49	10,38	12,09
Total bargains (Est.)	23,553	24,496	24,664	24,379	25,464	25,064	20,074
Equity turnover I'm.	_					429,21	
Equity bargains	_	18,521	12,289	22,565	22,728	25,431	16,112
Shares traded 'ml	-	114.1	152.0	226,1	902.0	243.4	124,5
10 am 880.	3. 11 (m 969.8	. Noon	969.8.	1 pm 5	59.8.	

·2 gm 959.8. 3 gm 960.3. Basis 100 Govt. Secs. 15/10/28 Fixed Int. 1928. Brdissry 1/7/35. GOLD Mines 12/9,55. SE Activity 1974.

HIGHS AND LOWS S.E. ACTIVITY INDICES

	1985	Since Compilatin	Apr.	Apr.
	Nigh , Low		Deity Gilt Edged	
Govt. Secs.	82.00 78.02 18,41 128/11	127,4 49,18 (3:1-56: (3:1)75,	. Barcaina 127.3	102.0
Fixed Int	86,12 82,17	150.4 : 00.03	Sday Average	573.6
Ordinary		1024.3 49.4	Girt Edged	160,2
Gold Mines	036,0 439,5 (15:4 45;1)	784.7 48.0 (16/2:44) /25/10/71	Bargains 141.0 Value 707.7	150.e 790.5

Connection, 10 off at 210p, J.

Hepworth 4 lower at 204p, and
W. H. Smith A. 5 cheaper at 210p,
after 208p, Handbag group Lanca
mot offerings and dipped 25 to
290p, whilz Bentalls continued
to decline and eased a couple of
pence more to 88p, after 88p.
In contrast, huyers showed renewed enthusiasm for Selincourt,
a penny harder at 23jp, and for
Goldsmiths, 6 up 2t a 1985 peak
of 218p.

fits before easing to finish 5 lower
on the day at 145p. Bowtherpe
remained friendless at 380p,
down 13.

Leading Engineers continued
to drift lower with Hawker easing 8 further to 427p and Vickers
where in the sector were usually
limited to a few pence either
way, but speculative activity
limited Burgess Products 6 to 16pp.
Cooner Industries of 218p.

Renewed solling prompted by Australian currency considora-tions loft BICC a further 8 down tions loft BICC a further. 8 down at 232p, while profit-taking lowered Thera EMI to 417p before 2 close of 9 down on balance at 421p, Plessey softened a couple of pence to 194p as did Racal, to 198p. Elsewhore in Electricals, Bicrolease railied 23 to 262 in case to the processor of the couple of the pence of the pen Australian issues made good progress. ANZ put on 12 to 242p and Westpac goined 15 to 190p, while National Australia Bank odded 10 at 185p. Elsewhere, light profit-taking clipped 5 from Provident Financial, at 225p.

Insurances genorally gave ground. Compercial Unian, experienced the quietest session for some time and closed unaltered session in the lose ground included French in Secondary Stores also traded to 188p. Elsewhere in Secondary Stores also traded to 363p in reply to the reassuring trading statement. News of the year figures and dipped to 363p in reply to the reassuring trading statement. News of the year figures and dipped to 363p in reply to the reassuring trading statement. News of the year figures and dipped to 363p in reply to the reassuring trading statement. News of the year figures and dipped to 363p in reply to the reassuring trading statement. News of the year figures and dipped to 363p in reply to the reassuring trading statement. News of the year figures and dipped to 363p in reply to the reassuring trading statement. News of the year figures and dipped to 363p in reply to the reassuring trading statement. News of the year figures and dipped to 363p in reply to the reassuring trading statement. News of the year figures and dipped to 363p in reply to the reassuring trading statement. News of the year figures and dipped to 363p in reply to the reassuring trading statement. News of the year figures and dipped to 363p in reply to the reassuring trading statement. News of the year figures and dipped to 363p in reply to the reassuring trading statement. News of the year figures and dipped to 363p in reply to the reassuring trading statement. News of the year figures and dipped to 363p in reply to the reassuring trading statement. News of the year figures and dipped to 363p in reply to the reassuring trading statement. News of the year figures and dipped to 363p in reply to the reassuring trading statement. News of the year figures and dipped to 363p in reply to the reassuring trading statement.

Fri 19

index No:

April 18

Index No.

Year age (approx.)

18.31 184 1843 18.77

14.17 14.75

10.27

11.45 11.63 11.61

The April 25

10.53

11.29 19.83 19.35 11.35 19.56 19.50 19.50

11.95

11.63

19.52 19.12

11.24

10.33 11.31 10.96 10.47

11.51

11.68

12.66 12.66 12.58

Mon April 22

Leading Engineers continued to drift lower with Hawker eas-ing 8 further to 427p and Vickers 4 more to 252p. Movements else-where in the sector were usually limited to a few pence either way, but speculative activity lifted Burgess Products 6 to 186p.

way, but speculative activity lifted Burgess Products 6 to 1869. Cooper Industries, reflecting satisfactory annual results, rose 2 penny to 13p, while Clayton Son, scheduled to report preliminary figures on Friday, edged up a couple of penee more for a two-day galn of 7 to 75p.

Takeover favourits Bowatree Mackintosh resisted the dull trend in Foods, moving up to 2 1985 peak of 425p before rallying to close a cet 5 lower at unnamed party was attempting to equific shares outside the market. Elsewhere, Cadbary Schweppes slipped to 146p before steedying on currency considerations to close a penny dearer on balance 2t 151p. Tate and Lyle, however, closed 10 down at the day's lowest in 430p.

Among Hotets, Prince of Wales spurted 10 to 110p on speculation that a share stake had changed hands.

Miscellaneous lndustrial majora gave ground under the lead of international stocks.

The more 3peculative issues industries were speculative issues a penny dearer of down-under issues, especially the gold stocks.

Industrial forms. The absence of any lating the absence of any lating the clays of the final dividence of the final dividence left sold to 146p before at 78p.

Dealings in Coasolidated Plantations were suspended at 991p following similar action in Kuala Lumpur.

ACM Jump

Gesteiner slipped 6 to 106p. Prit-chard Services fell 5 to 91 p on reports of the resignation of Mr reports of the resignation of Mr Peter Fox, director of the com-pany's U.S. operations, but Scott and Robertsoo improved 5 to 105p to respoose to the prelimin-ary figures. Clement Clarke, how-ever, dipped 10 to 95p on lawor annual profils.

Hardwick

The proposed acquisition of tour operators Global from Great Universal Stores for an undis-(Burmuda) recently increased its stake to 27.64 per rent, shed 5 19 60p on persistent small

selling.
Disappointment that Slockley, which has been successful in acquiring Equity Trust's 22.7 per cent in Slock Conversion, does not folload to make any full lakeover bid for at least six month, left Stock Conversion 7 down at 485p, after 480p. Stockley fell 4 483p, after 480p. Stockley fell 4 to 78p. The news served 19 curb investors' recent enthusiasm for other Property issues and leading issues wore a touch easier at the ctose. Elsewhere Perry Billon shed 6 to 222p following comment on the annual results.

Fading bid hopes clipped 7 more from Ocean Transport at 181p; the shares have fallen 17 since P & O chairman Sir Jeffrey Sterling's statement that the holding in Ocean was a "trade investment" and that recent lakeover speculation was "wide of the mark." P & O were unchanged at 347p, after 343p.

Oils retreat

The oil sector came under considerable selliog pressure as talk that crude prices are set to decline in coming months was reinforced by an influential Press article. RP and Shell were particularly woak with the latter finally 15 off at 710p and the formor 18 off at 530p. Lasmo were a vulnerable market and sottled 9 cheaper at 309p; the nil-paid shares dipped 7 to 24n cularly woak with the latter finally 15 off at 710p and the formor 18 off at 530p. Lasmo were a vulnerable market and sottled 9 cheaper at 309p; for nil-paid shares dipped 7 to 24p

Miscellaneous Industrial "down-under" issues, especially majora gave ground under the lead of international stocks.

Glaxo eased † to £11‡, while falls of around 8 were marked against were beavily bought and provided the sector's fosture in Australian Consolidated Minerals which cantinued to improve and imped a further 16 to 70p, after the paid shares came under pressure sad touched 30p premium before sad touched 30p premium before settling a shado above the worst at 31p premium, down on the day. Reflecting the fall in teat prices, Eastern Produce gave up 10, 'following a newslotter recommondation, while other furniture shares to edge higher linched Stouchill, 3 better at 110p, and Sang, a couple of pence and gave up 12 at 403p, while

production and maiden dividend. The major diversified mining

lated issues lost further ground, sontiments hore being unsettold by the easier bullion price and concero over the continuing civil unrest in the country Selling pressure remained negligible but the continuing absence of any significant support left the majo-rity of the leaders with wide-spread falls. Among the South African Floancials De Beers closed sum failed to stimulate Inlasur, a coupte of pence cheaper at 118p. Elsewhere in the Leisure sector, Pineapple Dance Studies, in which Midepsa UK-based Finencials Showed Consultation Could Fields 17

Demand for Traded Options

Kwik-Fit NEWSPAPERS (2)
Bristol Ev. Post E Milland Allied

Function Inc. Morth Brit. Capatilat Hundring Pet. 1Doc. Churchill Energy Chy. Ln. 1997 DYVENEAS TRADERS (2) Paterson Zochonis, and appropriate Zoch. A N-V

AMERICANS (3) Transamerica Hill Samuel BUILDINGS (2)
Gelliford Milbury
American Interest Wardle Storers
STORES [1]

calls and 2,133 puts transactor.
Perennial takeover favourne
Commercial Unign attracted 660
calls and 184 puts, while Racal
and Marks and Spencer recorded
305 calls apiece. The short Gitt
contract remained lively with
486 calls and 158 puts done.

NEW HIGHS (48) Trees, alog "27-00 FOREIGN BONDS (1) Hydro Tuebec 1500 2011 Devenish (J. A.)

BREWERS (7)

Devenish (J. A.)

STORES (2)

Goldsmiths

ELECTRICLE MI

Compact

Cray Electronics

EMGINEERING (3)

Burbous Products

Half Engineer

Lavian, Son

Liow (E.)

Lavian, Son

Liow (E.)

Liow (E.)

PAINTER 151

PAPER (2) Smurst SHIPPING 11) Strong & Fisher YEXTILES 111 Plantation Gent. Ims

groups were also stronly sup-ported. CRA were outstanding and posted o 26 jump to 340p whilo double-figure gaino were common to Bougainville, 119p, MIM Holdings. 164p, North Broken Hill, 139p and Western Mining, 2190.

Mining, 219p.
South African golds and re-

UK-based Fingucials showed Conselldated Gold Fields 17 chesper at 550p, Ris Tinio-Zinc moved against the overalt trend in mines and UK equilies and rathed 13 to 6270 reflecting bear classes.

improved marginally with 4,296 calls and 2,133 puts transacted.

NEW HIGHS AND LOWS FOR 1985

Alliang Vers. MOYORS 111

Brittol Ev. Post L. Milland Allied Lond, Edino'sh Trast TEXTILES, 143 Earlys of Witney Hungsopeth Morro Textured Jessey Do. A. Fukcum Inc. TRUSTS (21 Edino Brit. Canad

NEW LOWS (59)

French Connection

FLECTRICALS (7)

Bowthorph
CFS Computer Meticron
Approximately Computer Person

FIXED INTEREST STOCKS

RECENT ISSUES

EQUITIES

RIGHTS OFFERS

Nii 31 S Nii 14 8 F.P. 14 6 Nii 76 F.P. 17 5 F.P. 10 5 F.P. 31 6 F.P. 10 5 F.P. 10 5 F.P. 10 5 F.P. 14 6 Sir. Nii 4 6 Sir. Nii 4 6 Sir. Nii 4 6 Sir. Nii 4 6 F.P. 13 5 F.P. 14 6 F.P. 15 6 F.P. 14 6 F.P. 15 6

Resonciation date usually last day for dealing ires of stamp duty. E Figures based on prospectus estimates, d Dividend rate paid or payable on part of castel, cover based on dividend on full capital. g Assumed dividend and yield, v Forecast dividend cover based on Dividend. g Assumed dividend and yield based on prospectus or other official estimates for 1985. H Dividend and yield based on prospectus or other official estimates for 1986. Q Bross. 3 Pance unless otherwise indicated. 'I issued by teoder, § Blossed holders of ordinary shares as e "rights." "I issued by teoder, § Blossed holders of ordinary shares as e "rights." "I issued by teoder, § Blossed holders of the part of the payable. The payable of the payable of the payable. Securities Market. § Placing price. I figures essumed. It Official bondon Listing. 11 Onet in under Rule 658(3). t Comprising 100 Pri, and one Ptg. shere. P Figures or report swelted. It Units comprising 3 Brd., 1 Warrant and £2.50 somiasi at conv. stock.

OPTIONS Last For Deal- Deal- Declara- Settle-

ported, but double options were taken out in Birmid Qualcast and Stockley.

RISES AND FALLS YESTERDAY

British Funds
Corpus. Dom. and
Foreign Bonds ...
Industriels
Fig. and Props. ...
Dis
Plantations
Minus 58 Gosh 818 Ham 4 379 Kw 29 73 0 5 8 7 53 86 44 75 822 1,524 154 38 23 4 41 97 364

MONDAY'S **ACTIVE STOCKS**

Prist Lest Deal- Declara- Settleings ings tion ment
Apr 22 May 3 July 25 Ang 3
May 7 May 17 Ang E Ang 19
May 20 June 7 Ang 29 Sept 9
For rate indications see end of
Share Information Service
Slocks favoured for the call
included W. H. Smith A. Hampton Trust, Falcon Resources, Common Line 23 12 285 -7
Included W. H. Smith A. Hampton Trust, Falcon Resources, Common Line 23 12 285 -7
Fromotions House, Combined Federal Motor Component Line 25 12 285 -7
Ship Repairers. No puis were reported, but double options were taken out in Birmid Qualcast

ACTIVE STOCKS

Underlying security price.

LONDON TRADED OPTIONS not. Agr. Jly.

| Second | S **EUROPEAN OPTIONS EXCHANGE** Vol. | Last | Vol. | Last | Vol. | 40 30 29 e1 30 10 B 12 15 10 42.60

6000 P	\$360i — \$300i — \$385i 7	6,10	10 74 40 43	50 B	Ē
	Ju	ns	Sept.	n	eo.
SILVER C SILVER C SIFL C SIFL C SIFL C SIFL C SIFL C	\$600 14 \$650 28 F1.335 28 F1.340 10 F1.340 17 F1.360 17 F1.350 73 F1.360 72	70 13 1 3.50 3.80 A 0.80 A 0.80 4.50 8.60 1.90	1 ; 5,1	<u>io</u> <u>-</u> <u>1</u>	23 FL543
SIFL C SIFL P SIFL P SIFL P SIFL P SIFL P SIFL P SIFL P	FL370, 22 FL390 — FL325, 79 FL330; 311 FL350; 44 FL340; 30 FL345; 14 DM.310; 0 \$130. 108	3,60 Al e 8,40 A 10,70 12,60 A	25 13. 23 11. 54 14.3	50 : _ 	omso:
	J	ul.	Oct.	J	an.
ABN C ABN P AEGN C AEGN P AH C AH P AKZN C AKZN C AKZN C AMRO P AMRO P NIST C	FI.400: 138 FI.170: 118 FI.220: 25 FI.120: 255 FI.110: 46 FI.75: 46 FI.76: 46 FI.76: 63 FI.180: 56	16,70 4,50 3,80 10 10,40		13 A - 30 3 6 8 - 8 8 8 9 74 8 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9	25 FL429 13 FL178 - FL827 10 FL178 e.30 A FL78.7 7.70 s FL185
HEIN'C HEIN P HOOG C HOOG P KLM C KLM O NEDL C NEDL C NEDL P NATN I NATN P	FI.150 117 FI.1701 180 FI.60 132 FI.60 132 FI.50 424 FI.170 142 FI.160 17 FI.65 68	2,20 E 3,40 3,50 8,90 1,60 6,50 4,90 3,30 A 2,10	100 3 5 4.3 10 4.3 11 2.6 4 7.4 106 7 3.3	9 9 10 -	FL151 e FL55.6 5.70 FL55.6 - IFL176 6.50 FL68.2
PETR D PETR P PHIL C	Fr6.500, 10 Fr.5,500; 9 Fl.60, 1545	170	248 2.5	3 34	5.40 FL 67

1.50 13 2.30 70 3.10 22 1.90 — 12.40 3 8.30 8 2.23 7.50 B 1.80 16.30 10.50 277 348 181 25 22 22 TOTAL VOLUME IN CONTRACTS: 12,648 6=Bid

5 17.50 FL324

3.43 3.42 3.36 3.24 3.23 3.17 1.03 11016 -0.16 11021 †Flat yield. Highs and lows record, base dates, values and constituent changes are published in Saturday issues. A list of constituents is valiable from the Publishers, the Financial Times, Brackes House, Cannon Street, London, EC4P 48Y, price 15p, by post 28p. CONSTITUENT CHANGE: Martin (R. P.J (70) has been deleted and not replaced.

2.30 14 Pro

BRITISH ROVERNMENT MIREX-LINKED STOCKS

nd 261. 1985 to date

5.81

3.03

1.62

4.24

3.24

11 Reis &

nd adj. today

Mon April 22

-0.11 117.75

-8.10 129.37

-0.09 136.95

-0.31 |150.08

-0.11 328.25

_ 77.54

218.12

| Index | Day's | Day's | Day's | April | April | April | April | April | Year | No. | Change | High | Low | 22 | 19 | 18 | 17 | 16 | age | 1284.9 | -10.0 | 1287.2 | 1282.7 | 1294.9 | 1299.7 | 1385.5 | 1384.0 | 1290.8 | 1205.4

11

32	AMERICANS—Cont.			Financial Times ENGINEERING Continued	Wednesday April 24 1985
O DESIGN CONSTRUCT ENGINEER	1985 Price Street Price Street Price Pri	BEERS, WINES Cont. 1985 to b Yes Wings Law Stack Price Mil C'ur Gra Pri			69 51 (State) 10s
Stratford-upon-Avon (0789) 204288	124 863n BASIX Corp. 913e +9 12c - 913e +9 1	205 100	1 33 ZI Ladies Profe 20p 25 +1 1.5 6 0.6 6 4 137 107 Lac Chaper 122 -3 3.68 5.1 4.3 4.9 450 470 375 fabers, 290 174 5.2 4.0 9 456 4.5 270 200 10. New Yes, 290 174 5.2 4.0 9 456 4.5 270 188 182 Lacron Kilgour 10p, 160 174 5.2 4.9 9.4 15 174 188 182 Lacron Kilgour 10p, 160 174 174 174 174 174 174 174 174 174 174	200 203 Birmingham Mart. 207 +2 411.5 1.9 7.9 48.21 2241 116-2841 & Decker 50.30	INDUSTRIALS (Miscel.) 154 119 130 131 134
1985 Price + or Vield Price + or Vield Price + or Vield Price + or Vield	65% 524 Carothel Sup 60c 534-14 52.50 137 131 265 Carothel Sup 60c 534-14 52.50 137 131 265 Carothel 7 (actor) 7 (ac	110 62 Matemoto 103 -1 35 18 49 17 250 255 8P8 lmis. 50s 250 -5 770 35 40 92 260 206 Sepgenting Brick 254 625 17 35 10 32 26 Bastley Bent 10s 26 1 418 2.9 2 48 49 22 Bastley 18 11 10 33 -2 13 90 66 Barrati Dev 10s 76 1 3-3 93 131 131 Bellmay 25 -1 7.0 20 80 83 83 10 10 10 10 10 10 10 1	127 116 Milletts Ler. 20p 125	134	56 41 Abertiole Pindys. 19: 330 330 310 A6 1: 330 A6 1:
100 977-22-th 10-pe (c v 8 94 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	22 25 Corryster 561,	71 b2 Berford M. 10p 63 175 \$ 8.9 \$ 10b 14b 14b 14b erielety Group 160 2 10b 25 12 17 5 5 50 540 Blockeys 20p 57 50 21.0 \$ 12 17 18 75 580 540 Blockeys 20p 575 2 10.0 \$ 52 \$ 6 50 Blockeys 20p 575 2 10.0 \$ 52 \$ 6 50 Blockeys 20p 57 50 21.0 \$ 52 \$ 6 50 \$ 6	99 45 Ratisers 100 46 23 0.7 5.0 44.9 29 29 Ratisers 100 26 -1 25.1 5.0 44.9 29 195 150 HRatiford Supreme 180 4.9 25 3.9 14.5 21 20 55.4 15.0 15.2 20 55.4 15.0 15.2 20 55.4 15.0 15.2 20 5.4 15.0 15.2 20 5.4 15.2 20 5.4 15.2 20 5.4 15.2 20 5.4 15.2 20 5.4 15.2 20 5.4 15.2 20 5.4 15.2 20 5.4 15.2 20 5.4 15.2 20 5.4 15.2 20 5.4 15.2 20 5.4 15.2 20 5.4 15.3 20 5.4 15.	108 127 108 127 128	33 24 Arctico 10p. 20 -2 0 18 6.0 1.3 17 6 27 14 Artico 10c 13: 10 - 20 -1 10 18 6.0 1.3 17 6 27 14 Artico 10c 13: 10 - 12 7 180 Artico 8 Eq. 12/15: 21 10 10 10 10 10 10 10 10 10 10 10 10 10
77.4 **Ostikert. 107.0c 1987 ** 93 **Formard Str. 258.37 ** 94 **Property Str. 258.37 ** 95 **Property Str. 258.37 ** 95 **Property Str. 258.37 ** 95 **Property Str. 258.37 ** 102.1 *	67 22 GData General 32 Jul 1	72 63 Bronniee 72 73 13.5 3.1 6.9 6.6 77 6.6 Bryan Hidos 73 d. 73 d. 71.8 3.0 5.9 7.9 190 25 Barnerd & Halforn 52 -3 8.75 6.0 2248 7.8 6.7 50 6.2 248 7.8 6.0 50 6.0 2248 7.8 6.0 50 6.0 2248 7.8 6.0 50 6.0 2248 7.8 6.0 50 6.0 248 7.0 58 1.45 4.5 3.0 5.4 9.0 6.0 4.0 6.0 4.0 6.0 6.0 6.0 6.0 6.0 6.0 6.0 6.0 6.0 6	96/2 78 Sears Hidgs	540 Callet (AJ 200 500 19.8 54 2.8 7.0 74 62 Concentra (ID 27) 1 3,88 1.5 7.0 62 52 Cark (19.0 15.0 20. 62 1.25 3.2 5.8 5.0 11 11 Cooper Inch. 100 23 +1 39 30 Cranice Gross 366 1 160 13.2 Crown Home 154 -1 164 20 5.9 12.5 165 Charlet (19.0 50 50 50 50 166 15.2 Cooper Inch. 100 36 1.5 167 50 00.5 & Mat. (2.10) 64 2.21 6 4 9 6	86 51 DBA Group 228 +5 1220 L8 50 1115 87 88 330 278 BET Deht 228 +5 1220 L8 50 1115 87 80 BET EC 73 73 15 0 01 15 0 03 12 0 028 BOC Gross 270 -7 77 31 41 (0.8) 224 (1177 Do 98CV4.2001.06 4294 -3 99 23.2 M.7. 743 590 BTR 464 -8 110 22 29 188 380 327 Baird 19m.) EL 378 175 0 65 0 05 -1 2 1 10 15 54 Barrisey 100 6 6 005 -1 2 1 -
1034 30 11 11 12 11 12 11 12 11 12 11 12 11 12 11 11 12 11	45°e 12°, Ford Motor 52	334 Costan Group 342 -2 13.5 2.6 5.3 8.7 334 204 Construction Protos 230 -2 5.08 5.1 3.1 104 90 Crouch (0 1 20s 94 5.39 1.4 3.2 12.1 78 62 Dev Recorge) Zip 78 5.7 22 10.4 6.1 79 70 22 17 6 6 6 6 6 6 6 6 6	139 119 476.5 Stores 5p. 135ed 263 3.9 20 22 2 3 44 Tem Cross 52 82.6 3.5 5.5 5.7 441 271 Time Prods 10p. 40 -21 71.6 3.7 3.5 8.2	106 106 106 106 107	10 10 8arquet
Five to Fitteen Years 973	22-	10	73 55 Washall LL W.J. 55 1 0 4.3 2.6 9.6 127 103 Wighell H.J. 105 -2 M2.5 - 3.4 - 125 55 Washingth Ridgs Sto. 220 1-20 15.5 62.7 2.7 18.2 ELECTRICALS 538 325 AB Electrons 4274+2 76.0 3.5 2.0 17.5 65 64 1 12 4.4 2.7 11.5 49.2 27 14.5 20 14.5 6.8 6	72 24 Postes 19-36 27 27 13 71 71 92 66 55 Gartes Eng. 10s 62 30 29 7.1 5.9 28 1654 Glymed Iss. 201 -5 725 19 68 11.0 37 31 Greenhash Ind 10s 25st 21 0 06 0 25st 21 0 06 0 551 19 18 18 18 18 18 18 18 18 18 18 18 18 18	195 Bersant 100 237 03.75 3.1 2.1 19.5 345 225 Bersant 100 233 -2 13.5 2.2 6.3 345 225 Bersant 100 233 -2 346 247 248 248 248 248 248 248 347 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 348 34
101-9 96- Earl 102-95 C 7- 1972 T 96- art - 10.83 12.13 106- 97- Earl 12-95 106- 11.70 12.29 11.41 105- Earl 12-95 1992 1093- 11.74 12.77 11.77 12.77 11	499 36 Lackbeed Crp. 51	200 Cit Do. 10cct.s. 03-08 E7229 0.1079 77.9 - 51 112 Heywood Wilkards 144 6.0 2.5 6.8 8.4 305 280 Heyrs 6 Hall 322 -7 12.3 6.5 6 52 41 Heywood Shart 109 45 mt.1.17 6.7 52 41 Nocori James 164 6.0 5.2 5.9 52 57 Ibraco James 243 6.0 5.2 3.9 11.2 310 255 James 1.1 320 17.5 1.4 310 255 James 1.1 34 0.25 6.0 6.0 311 312 313 0.25 6.0 6.0 312 313 313 314 0.25 6.0 313 314 0.25 6.0 6.0 314 0.25 6.0 6.0 315 316 6.0 6.0 316 6.0 6.0 6.0 317 6.0 6.0 318 6.0 6.0 319 6.0 6.0 319 6.0 6.0 319 6.0 6.0 319 6.0 6.0 320 6.0 6.0 321 6.0 322 6.0 323 6.0 324 6.0 325 6.0 326 6.0 327 6.0 328 6.0 329 6.0 320 6.0 320 6.0 321 6.0 322 6.0 323 6.0 324 6.0 325 6.0 326 6.0 327 6.0 328 6.0 329 6.0 320 6.0 320 6.0 320 6.0 320 6.0 321 6.0 322 6.0 323 6.0 324 6.0 325 6.0 326 6.0 327 6.0 328 6.0 329 6.0 320 6.0 320 6.0 320 6.0 320 6.0 320 6.0 320 6.0 320 6.0 320 6.0 320 6.0 320 6.0 320 6.0 321 6.0 322 6.0 323 6.0 324 6.0 325 6.0 325 6.0 326 6.0 327 6.0 328 6.0 329 6.0 320 6.0 320 6.0 320 6.0 320 6.0 320 6.0 320 6.0 320 6.0 320 6.0 320 6.0 320 6.0 322 6.0 323 6.0 324 6.0 325 6.0 325 6.0 326 6.0 327 6.0 328 6.0 328 6.0 329 6.0 320 6.0 320 6.0 320 6.0 320 6.0 320 6.0 320 6.0 320 6.0 320 6.0 320 6.0 320 6.0 320 6.0 320 6.0 320 6.0 325 6.0 325 6.0 325 6.0 325 6.0 3	205 130 HO Warrants 185 - 5	326 7.87 6 3.3 6 7.87 6 3.3 6 7.87 6 3.3 6 7.87 6 5.8 7.75 6 5.8 7	173 124 #Blue Arrow 167 -1 0.1.2 5.9 10 30.3 145 116 11.5 11
107 96 108 90 1994 288 28 10.13 10.91	45kg 33klidCon Corpl	25 70 Hoterdore, Pt. 10s. 70 46 532 (alarge Cop. 1700) 542 -112r05279 6 5.4 6 251 197 (assign Cop. 1700) 542 -112r05279 6 5.4 6 252 197 (assign Cop. 1700) 542 -112r05279 6 5.4 6 263 (alarge Cop. 1700) 542 -1717 7 3.6 6.2 6 264 212 (assign Cop. 1700) 226 -1717 3.6 6.2 6 267 (alarge Cop. 1700) 270 -1717 3.6 6.2 6 271 10 (alarge Cop. 1700) 270 -1717 3.6 6.2 6 272 10 (alarge Cop. 1700) 270 -1717 3.6 6.2 6 273 10 (alarge Cop. 1700) 270 -1717 3.6 6.2 6 273 10 (alarge Cop. 1700) 270 -1717 3.6 6.2 6 274 10 (alarge Cop. 1700) 270 -1717 3.6 6.2 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6.2 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6.2 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6.2 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6.2 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6.2 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6.2 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6.2 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6.2 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6.2 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6.2 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6.2 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6.2 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6.2 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6.2 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6.2 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6.2 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6.2 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6 275 10 (alarge Cop. 1700) 270 -1717 3.6 6 275 10	200 155 Auto'tre' Ser. 110 1886at 1.24 7.4 1.6 14.4 27 810C 50b 252 -8 10.54 1.9 6.7 9.3 167 105 85R 1ntl 10p 112nd +4 2.4 0 3.1 0 1.4 12nd 105 85R 1ntl 10p 112nd +4 2.4 0 3.1 0 15.1 105 85R 1ntl 10p 12nd 105 85R 1ntl 10p 112nd 10p 12nd 10	117: 963-964	280 Branner 20n 288 -6 7.73 3.9 6 7.75 4 Breigner 10n 42½-1 1.4 2.4 4.7 10 1 1 1 1 1 1 1 1
117 108 108 178 154 177 11 11 64 11 13 100	14-6 10 Revenue 35 100 1 44c 23 2 2 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3	30 97 FLon & Crysteside 107 95.3 14 7.1 12 20 198 100 13 4.2 10.3 10 20 13 4.2 10.3 10 20 13 4.2 10.3 10 20 13 4.2 10.3 10 20 13 4.2 10.3 10 20 13 4.2 10.3 10 20 10 4 10 20 10 4 10 20 10 4 10 20 10 4 10 20 10 4 10 20 10 4 10 20 10 4 10 20 10 4 10 20 10 4 10 20 10 4 10 20 10 4 10 20 10 4 10 20 10 4 10 20 10 4 10 20 10 4 10 20 10 4 10 20 10 4 10 20 10 4 10 20 10 4 10 20 1	250 Alb North Mongaires IIIs. 215 -5 \$2.44.6 1.0 225.5 165 113 4CPS Computer 20. 113 -4 d.0 4.9 1.3 17.1 64 31. 4CPU Computer 5p. 38 -2 td.14 4.0 \$1.60 18.4 18.1 18.4 377 495 Cable & Wireles Sta. 515 10.5 3.4 18.1 18.4 377 305 Caustrote Elec. 328 141 70.28 30.1 15.1	29% 20% 00. "7.56	123 80 Brack St. Br. 10p 121 3.0 4.8 6 7.1 7.1
111-4 103-4 Erch 129c 1999	70 \$84\$Southwestern Bell \$1. \$84_mid+b; \$5.60 - 7.5 1 490; \$44\$Sourry Curps \$0.50. 39b_d+1 \$1.92 1.8 48b_d \$1.92 1.8 1.92 4.8 1.92 1.8 1.92 4.8 1.92 1.9 1.92 1.8 1.92	31 112 Meyer Im. 720 -3 74.75 3.5 5.7 7.3 7.4 Milbart. 74 -2 5.4 3.3 10.4 3.2 10.6 11.6 Moster (Start) 10b 16 1.0 Moster (Start) 10b 16	90 25 District Srp. 35 8 - 8,9 173 128 Do. Tippe Cm CmrP1 155 8	67 55 Metchellson IQs	39 34 Caparo Indis
118% 109% Trees. 13cc 2090 118% 1131 10.96 127% 116 Trees. 14cc 96-01 11866 11.76 11.20 953 975 975 1106 1106 11.76 11.20 119% 102 Exts. 12cc 99-02 1109% 11.17 10.93 128% 129% 120% 120% 120% 11.17 10.93 129% 119% 119% 119% 100.104 10.60 129% 119% 119% 119% 10.104 10.60 129% 129% 129% 129% 10.60 129% 129% 129% 129% 10.60 129% 129% 129% 129% 10.60 129% 129% 129% 129% 10.60 129% 129% 129% 129% 10.60 129% 129% 129% 129% 10.60 129% 129% 129% 129% 10.60 129% 129% 129% 129% 129% 129% 129% 10.60 129% 129	46-3 35-4 Time inc. 51 42 13-4 82 1.5 8 32-4		450 450	125 Do SpcConvRedPM 180 0874 4.4 6	43 454 Christies (m. 10p 593m 77 110 0 2.6 0 4 33 0 6.7 0 4 5 1 1 1 2 1 1 4 1 2 5 4 8 7.7 2 1 2 6 6 6 7 1 1 2 1 1 4 1 2 5 4 8 7.7 2 5 6 6 6 7 1 1 2 1 1 4 1 2 1 1 4 1 2 1 1 4 1 2 1 1 4 1 2 1 1 4 1 2 1 1 4 1 2 1 1 4 1 2 1 1 4 1 2 1 1 4 1 2 1 1 4 1 2 1 1 4 1 2 1 1 4 1 4
232 103 (ress. 11 (sc. 203-207)	22 22 23 24 24 25 25 26 26 26 26 26 26	5 193 Ruberold 197ml 7.8 5.7	28 14 Developes W 10n 21 0.75 22 5.1 10.2 77 63 Develope M 10n 75 d 1 24 52 0.4 7 13.8 1 2 36 530 40 next hisps 5p 75 24 11.2 13.6 1 2 31.6 1 31.6 1	63 57 Robieson (Thos.) 56 45 48 4 7 2 2 3 5 1 1 1 1 2 2 4 5 4 8 7 4 7 1 2 2 4 5 4 8 7 4 7 1 2 2 4 5 4 8 7 4 7 1 2 2 4 5 4 7 1 2 2 4 5 4 7 1 2 2 4 5 4 7 1 2 2 4 5 7 1 2 2 4 5 7 1 2 2 4 5 7 1 2 2 4 5 7 1 2 2 4 5 7 1 2 2 4 5 7 1 2 2 4 5 7 1 2 2 4 5 7 1 2 2 6 7 1 2 2 4 5 7 1 2 2 6 7 1 2 2	135 Cope Allman 55 186 -2 14.25 3.7 3 10.3 10.5
43% 41% (0%) 33nc 61 att. 43% (8.11 10.27	244 BigBascand 19 +4 31.60 48 13 300 300 900 900 900 900 100 1000 900 900 900	8 333 Gyriar Woodrops 997 -1 15.0 q2 2 5.6 10.3 1 1	370 275 Eurothetta Ind. 10p	82 113 Stutiert & Pitt Cl. 743 -2 3.0 6.2 3.0 4.2 1.5	No. 150 Davies & N. word 165 ~3 10.0 29 8.7 5.7 10 10 10 10 10 10 10
103° 98 De, 2'ec '01 C08.81 993-1-1 339 3.63 103° 98.00 2'ec '03 (310.7) 981-1 339 3.63 3.66 103° 981-1 330 3.66 103° 981-1 330 3.66 103° 981-1 330 3.66 103° 981-1 330 3.66 103° 981-1 330 3.67 103° 981-1 330° 3.67 103° 981-1 330° 3.67 103° 981-1 330° 3.67 103° 981-1 330° 3.67 103° 981-1 330° 3.67 103° 981-1 330° 3.63 103° 981-1 330° 3.67 103° 3	20 312b Coltath Gold Mines 4420 - 181 1124 970b Wealt Card . 1124 4 52c 2.b 81 1154 11 941-wise Std Card . 1124 4 96c 4 9 24 121 21 970b 1196 1196 12 12 12 12 12 12 12 12 12 12 12 12 12	126 Ward Hidgs, 10p 166 -1 64 65 75 55	160 117 150 others Warren 160	500 105	33 36 Desert John 1832 128 128 128 128 138 138 138 138 138 138 138 138 138 13
C2/5%. 15t Figures in parentheses show RPI base month for morening, is 11 to months prior to issue, RPI for August 1984, 154.5 and for March, 17 1985; 360 1. INT. BANK AND O'SEAS GOVT STERLING ISSUES 93 (85% laster to the floor) (1994 1 1 1 2 1 1 2 2 1 1 1 2 1 1 2 2 1 1 1 2 1 1 2 2 1 1 1 1 1 2 2 1 1 1 2 1 1 2 2 1 1 1 1 1 1 2 2 1 1 1 1 1 1 1 2 2 1 1 1 1 1 1 1 1 2 2 1	70 1659 Masser-Fermion 3656 41 8	215 Allied Costoids 10p 228	78 40 Huster Group Lips 48 -2 1.7 3.1 5.1 6.8 14 275 140 Huster British Ips 270 +5 0.517.3 0.3 33.0 13 33.0	8 86 Wheren 100 -2 5 22 77 70 15	22 400. 0eth E1 30
100 92 teleuro inc Ba i luc ta 2002 99 teleuro i luc Ba i luc ta 2004 104 104 104 105	BANKS, HP & LEASING 128 1985 1985 1985 1987	105 Ream Cheme 100 124 135 18 40 16.5 13 14 16.5 13 14 16.5 13 14 16.5 13 14 16.5 13 14 16.5 14 16.5 15 16.5	275 275	5 17 Wood (S.W.) 20p 19 10 21 45 125 57 15 Wyndham Gr. 15p 22 15 24 25 182 157 17 17 17 17 17 17 17 17 17 17 17 17 17	157 Enrich 10p 265 -3 9.5 22 22 121 157 Enrich 10p 215 413 35 27 145 157 Enrich 10p 215 413 35 27 145 157 15
107 10740 274 00 1140c 2008 3.05 13.57 13.57 13.1074; 274 00 1140c 2008 974 14. 11.53 11.55 81.1014; 934 00 1140c 2013 2000 1150 11.57 205	8 9 2 Attired Incident 96 032,879 3 9 10.6 32 149 6 5 7 Autoracher Hil. 1500 62 135 0.1 100 82 8 8 25 6 12 100 82 8 8 1 27 100 82 8 1 27 100 8 100 8 10 8 10 8 10 8 10 8 10 8 1	218 Ellis & Everard	235 165 Micro Bus 57:59	12 10 Poprie and U 109	37 Falcon treds
100 90 Bernium 12 100 100 12 12 12 12 100 104 100 104 100 104 100 104 100 104 100 104 100 104 100 104 100 104 100 104 10	2 58 Cover Decoure 700 — 63 — 1 3.6 — 8.2 — 800	174 Inp. Chen. Cl. 769 -4 30.0 3.0 5.6 7.5 11 Do. Ste.Pt. Cl. 44 3.5 x 11.4 - 370 Raporte iots. 500 492 8.75 24.4 190 Rept Interest 50 75 -1 3.0 1.9 4.6 23.5 140 Mortea Wileys. 186 92.7 33.2 21 16.3 180 Mortea Wileys. 186 92.7 33.3 21 16.3 18 HMarley (R. H. J. 10.6 22 92.7 33.3 21 16.3 201-Willow lods. Tr. 6v. 20 (2014) 14.1 04.4 68.1 4.10.3	142 4 5.0 1.5 3.0 16.3 99 90 6.3 Methione Elect	0 82 Batleys of Yorks 10p 90 127 48 48 48 18 17 75 18 18 18 18 18 18 18 18 18 18 18 18 18	Flexible C. & W. 30 41 4.9 7.2
COMMONWEALTH & AFRICAN LOANS 355 801 771 612 7140 1908 92 901 92 11 75 26 1200 1200 1200 1200 1200 1200 1200 1	75 Garmets Pear	862 Persion AB #S \$1.01 900	22 33 Phone Red 10p 52 10 - 27 - 250	109 Garr's Million 128 185.5 21 6.1 (4.3) 51.2 16.1 (4.3) 51.2 17.3 (4.5) 51.2 18.5 (4.5)	64 Cleves Gro. 20a. 96 -3 b.2 5 31 4.0 96 1104 Cleves Gro. 20a. 96 -3 b.2 5 31 4.0 96 1104 Cleves Gro. 20a. 97 -3 b.2 5 31 4.0 96 1104 Cleves Gro. 20a 6 1104 Cleves Gro. 20a 6 120 Cleves Hide. 120bs 120 b.4 2.3 4.6 110 1105 Cleves Gro. 20a 6 120 Cleves Gro. 20a 6
LOAMS 500 50	10 Vectory Sec. 436 411.5 36 323 Altitude E1 353 5 555 11 10.3 13.0 12.5 12.0 13.0	DRAPERY AND STORES 358 IASR Nidos	135 13 Philips In. F10	179 Frestlate Fool 5s 79 -1 19.7 29.3 11.0 15.6 15.	265 Da Queton, 2001-66. 2699 14.3 14.8 92 12.0 92 14.7 12.0 92 14.7 12.0 92 12.0 92 12.0 92 12.0 92 12.0 92 12.0 92 12.0 92 12.0 93 12.0 94 95 95 95 95 95 95 95
100, 99, 0e 10 me 278 85 99, 10 99 12.83 43 111 100, 98 0e 10 me 278 85 99, 11 10 99 12.83 43 100, 98 0e 10 me 24 10 85 99, 46 11 10 12.53 204 99 97 97 0e 10 set 11 11 15 99, 12.84 11 10 12.54 81 10 12.84 11 10	214 Royal B. of Scot. 282 -2 485 3.3 43 10.4 104 105 275 Scirroger (1 790 185 3.6 -675 310 Seconde MC (1 440 420.0 65 -27 45 217 ₈ 5ec Pacific \$10 621 ₈ 651 43 -45 640 6876 687	17.5 33.1 13.2 14.2 15.5 15.2 16.1 16.2 16.1 16.2 16.1 16.2 16.1 16.2 16.1 16.2 16.1 16.2	190 Racet Electronics 198 -2 72.89 40 2.1 11.2 497 21.2 10 49.2 49.2 11.2 49.7 21.3 51.3 13.0 20.5 50.5 50.5 75 75 75 75 75 75 75	Section Frozens Dr. 467 +2 66.01 2.6 1.8 21.5 27 17 66.01 2.6 1.8 21.5 2.7 17 66.01 2.6 2.6 2.6 2.7 17 66.01 2.6 2.6 2.7 17 66.01 2.6 2.6 2.7 17 66.01 2.6 2.6 2.7 17 67 2.7 2.7 2.7 2.8 2.8 2.2 1.5 2.7 2.7 2.7 2.8 2.8 2.2 1.5 2.7	70
8012 777-1 Do 7-12-008-9-92 . 8115 6 690 11.40 341 106 999; Do 12-90; Un La 1992 . 1041 11.96 11.96 11.80 230 11.96 11.9	Hire Purchase, Leasing, etc. 50 23% Caster (1009) 10c. 32% 15:22 66:91 950 Cast Fore F.100 555 9015% 28:40 128:95 55 Lod Scot Fe 100 64 28:20 61 (108:112) 23/4000 yes Merc. 100:30	29 Card 1AJ 20 29 25 25 25 26 4 11.0 29 27 25 26 4 11.0 29 27 25 25 27 26 28 27 26 28 27 26 28 27 26 28 27 26 28 27 26 28 27 28 27 28 28 28 29 29 28 29 28 29 28 29 28 29 28 29 28 29 28 29 28 29 28 29 28 29 29 28 29 29 28 2	195 Wiscon, Tag Sys 260	204 Microtern Green 10p 7532+132 12.55 24 22 0 200 Microtern Freeds 224 4 4 65.0 24 3.7 11.2 300 21.04 Microtern Freeds 224 4 60.0 24 3.7 11.2 300 21.04 Microtern Freeds 224 4 60.0 24 3.7 11.2 300 21.04 Microtern Freeds 178 - 2 15.0 2.6 3.6 13.3 95.0 275 Preserve Green 20.0 425 984 - 5.8 - 5.8 75 Preserve Green 20.0 425 984 - 5.8 - 5.8 75 Preserve Green 20.0 425 984 - 5.8 - 5.8 5.0 12.0 12.0 12.0 12.0 12.0 12.0 12.0 12	200 Hosters 6 H 25to 340 415 42 15t6 415 415 415 415 415 415 415 415 415 415
FOREIGH SONDS & RALLS 1985 High Law Stock Frice + or Siv % tool.	8EERS, WINES & SPIRITS 173 46 151 Amed-Lyon	270 Durbis Holes, 106 365 173 173 173 174 175 17	595 440 Systems Designers Si. 575	342 Rountine M. 50b 122 77 11.0 22 3.9 11.5 227 12.1 227 227 12.1 227 22	350 Intervenue Feet 20 350 11,83 36 20 19,9
17 133, Da. Sec 25 Boser	30 Belitzhen Orewity 56 -2	200	134 111 Da.Tre Con.H(92-94 120 -5 774 324 6.3 259 466 147 Thorre (F.W.) 100 166 73-66 6.1 51 7.6 278 155 119 Toolsine Corps. V50 122 01-44 5.1 1.8 17.9 365 325 Timatail Telegom 5p 325 1.4 9.5 0.6 222 217 206 158 VIC 10p 188 -4 522 17 4.0 18.2 67 207 215 United 10p 250 -3 14.9 3.6 52 12.7 208 208 VIC Steamitic 180 -3 14.9 3.6 52 12.7 208 208 VIC Instruments 10p 180 -3 18.4 3.8 3.9 208 208 VIC Instruments 10p 209 18.6 18.6 3.8 209 208 VIC Instruments 10p 209 18.6 3.8 3.9 209 208 208 VIC Instruments 10p 209 18.6 3.8 209 208	223 Tesec 59 348 -2 94.85 \$\phi\$ 2.8 \$\phi\$ 2.9 \$\frac{55}{485}\$ \$\phi\$ 2.8 \$\phi\$ \$\phi\$ 2.1 \$\phi\$ \$\phi\$ 2.1 \$\phi\$ \$\phi\$ 2.1 \$\phi\$ \$\phi\$ 2.1 \$\phi\$ \$\phi\$ 2.2 \$\phi\$ \$\phi\$ 2.1 \$\phi\$ \$\phi\$ 2.2 \$\phi\$ 2.3 \$\phi\$ \$\phi\$	175 Ketsey linds. 228 20 0.75 0 6.0
1942 592 1941 1942 1	275 Detailers 500	132 Gestlam	138 123 Woles Group. 133 15.07 277 3.4 77.8 177 137 13	#OTELS AND CATERERS 39 109 %6-commate 112nd	170
35 25 ration \$1 25 365	57 Marstan Transportan 60 11,79 27 34,114.8 70 180 Mortsart 193 375 28 43,114.8 276 180 Mortsart 193 375 28 43,111.8 27 145 Hanste (G.) 100 150 40,37 38,17 6 384 125 500 4 40,37 38,17 6 384 125 500 4 4 4 4 4 4 4 4 4	233-fetere Los. 100	50 35 Al Ind. Prots. 40 +1 8 - 6 262 260 218 APV 50p. 250 -3 1125 6 46 47 275 260 375 Act & Lacy 375 20 20 15 76 123 28 45 & Lacy 375 20 20 15 76 123 28 56 7 22 62 10A 753 75 45 & Lacy 375 20 20 15 76 123 28 56 7 Acra left 5 77 - 1 20 15 76 123 28 57 7 Do. Prof Ord. 25 99 12 24 17 33A 262 170 138 Subreck test 253 25 36 9 75 4 420	342 Lan Park Houses 360 47.38.07 5.9 13.4 20.1 20.1 20.1 20.1 20.1 20.1 20.1 20.1	20
					7. N — 46 [13.0 56 22 0.00 24 \$ 7.5 0

. .

Financial Times Wednesday April 24 1985 190 Fleedgelong Jahne R.
193 Do. Warranss
112 Fleeding American
125 Do. Picchile In 1999
236 Fleening Encerprise
250 Fleening Encerprise
250 Fleening Encerprise
250 Fleening Encerprise
250 Fleening Encerprise
251 Fleening Horestell
251 Fleening Horestell
252 Fleening Horestell
253 Fleening Horestell
254 Fleening Horestell
255 Fleening Horestell
256 Fleening Horestell
257 Fleening Horestell
258 Capital
259 Do. Can. 27:50
250 Gas. 27:50
251 Gas. 27:50
252 Gas. 27:50
253 Gas. 27:50
254 Fleening Horestell
255 Gas. 27:50
256 Gas. 27:50
257 Gas. 27:50
258 Gas. 27:50
259 Independent Inc.
250 Gas. 27:50
251 Jan. 27:50
252 Gas. 27:50
253 Land Horestell
254 Jan. 27:50
255 Jan. 27:50
256 Gas. 27:50
257 Lake View Inc.
258 Land Horestell
258 Land Horestell
259 Jan. 28:50
270 Lake View Inc.
250 Jan. 28:50
271 Land Horestell
252 Land Horestell
253 Land Horestell
254 Land Horestell
255 Land Horestell
256 Los. 4 Capital
257 Land Horestell
258 Land Horestell
259 Jan. 43:50
250 Los. 4 Capital
251 Land Horestell
252 Land Horestell
253 Land Horestell
254 London Trust.
255 London Trust.
256 Los. 4 Sarat. 500
272 London Trust.
257 London Trust.
258 London Trust.
259 London Trust.
250 Lone Lone Horestell
251 London Trust.
252 London Trust.
253 London Trust.
254 London Trust.
255 London Trust.
256 Lone Lone Lone Lone
257 London Trust.
257 London Trust.
258 London Trust.
259 London Trust.
250 Lone Lone Lone
250 Lone Lone Lone
251 London Trust.
251 London Trust.
252 London Trust.
253 London Trust.
254 London Trust.
255 London Trust.
255 London Trust.
256 Lone Lone Lone Lone
257 London Trust.
257 London Trust.
258 London Trust.
259 London Trust.
250 Lone Lone Lone Lone
250 Lone Lone Lone
251 London Trust.
251 London Trust.
252 London Trust.
253 Lone Lone Lone Lone
254 Lone Lone Lone
255 Lone Lone Lone
256 Lone Lone Lone
257 Lone Lone Austra 20 10 25 14 12 14 20 13 24 11 13 10 MOTORS, AIRCRAFT TRADES Commercial Vehicles 1050 48 57 10555 24 00 15 • 16 • 4550 31 130 • 1 - 1 25 12340 11 265 •05 - 32 -173 • 63 • 173 • 63 • 205 • 11 • 01904 04 58 | Proceedings | Process | SHOES AND LEATHER NEWSPAPERS, PUBLISHERS

3 | Ass. Book P. 200 | 445 st -3 | 10.0 | 6 | 3.2 | 6 | 111.5 |

7 | Assoc. Hees | 890 | -5 | 14.0 5.0 | 22 | 18.6 | 487 |

8 | Soc. Hees | 890 | -5 | 14.0 5.0 | 22 | 18.6 | 487 |

8 | Soc. Hees | 890 | -5 | 14.0 5.0 | 22 | 18.6 |

8 | Soc. Hees | 890 | -5 | 14.0 5.0 | 22 | 18.6 |

8 | Soc. Hees | 890 | -5 | 14.0 5.0 | 22 | 18.6 |

9 | Collins William | 780 | 780 |

10 | Collins William | 780 | 780 |

10 | Daily Mail W 50 | 212 | -1 | 30.1 |

10 | Daily Mail W 50 | 212 | -1 | 30.1 |

11 | Assoc Control | 70 | 62 | 62 |

12 | Collins William | 78 | 79 |

13 | Fleet Hidgs | 287 | -3 | 15.0 | 29 | 25 | 20.1 |

13 | Fleet Hidgs | 287 | -3 | 15.0 | 29 | 25 | 20.1 |

15 | Assoc Control | 70 | 62 | 62 |

16 | Assoc Control | 70 | 62 | 62 |

16 | Assoc Control | 70 | 62 | 62 |

16 | Assoc Control | 70 | 62 | 62 |

16 | Assoc Control | 70 | 62 | 62 |

16 | Assoc Control | 70 | 62 | 62 |

16 | Assoc Control | 70 | 62 | 62 |

16 | Assoc Control | 70 | 62 | 62 |

16 | Assoc Control | 70 | 62 | 62 |

17 | Assoc Control | 70 | 62 | 62 |

18 | Assoc Control | 70 | 62 | 70 |

18 | Assoc Control | 70 | 70 | 70 |

18 | Assoc Control | 70 | 70 | 70 |

18 | Assoc Control | 70 | 70 | 70 |

18 | Assoc Control | 70 | 70 | 70 |

18 | Assoc Control | 70 | 70 | 70 |

18 | Assoc Control | 70 | 70 | 70 |

18 | Assoc Control | 70 | 70 | 70 |

18 | Assoc Control | 70 | 70 | 70 |

18 | Assoc Control | 70 | 70 | 70 |

18 | Assoc Control | 70 | 70 | 70 |

18 | Assoc Control | 70 | 70 | 70 |

18 | Assoc Control | 70 | 70 | 70 |

18 | Assoc Control | 70 | 70 |

18 | Assoc Control | 70 | 70 |

18 | Assoc Control | 70 | 70 | 70 |

18 | Assoc Control | 70 | 70 | 70 |

18 | Assoc Control | 70 | 70 | 70 |

18 | Assoc Control | 70 | 70 | 70 |

18 | Assoc Control | 70 | 70 | 70 |

18 | Assoc Control | 70 | 70 | 70 |

18 | Assoc Control | 70 | 70 | 70 |

18 | Assoc Control | 70 | 70 | 70 |

18 | Assoc Control | 70 | 70 | 70 |

18 | Assoc Control | 70 | 70 | 70 |

18 | Assoc Control | 70 | 70 | 70 |

18 | Assoc Control | 70 | 70 | | 1010b | 1.0 | 114 | 120 | 22 | 0.0 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 TEXTILES PAPER, PRINTING, ADVERTISING
1230 | \$40dison Page 50| 270 | \$410 | \$23 | 28 | 1.2 | \$41.4 | \$67 | \$40500 Page 50| 509 | \$40500 Page 10 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$1 **DVERSEAS TRADERS** 60 Keryson Linnes 10p 465 Foster (John) 80 Gastell 8 foom 20p 742 Hickory P'st. 50p 750 Ut 'gworth 3t. 20p 750 Up. 'A' 20p 750 Seyron (H.) 10p 750 Linnes (Hufet) 750 Up. 'A' 20p 750 Up. 'A' | 288 | 245 | Chapman lasts, 50p | 257 | -1 | 78.0 | 24 | 43 | 12.0 | 12.2 | 25 | Chapman lasts, 50p | 257 | -1 | 78.0 | 24 | 43 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 Unities otherwise miscated, prices and net disidents are in spece in demandated are 25%. Estimated price/carriags ratios and carters are base on linear annual respects and accounts and, where prosoble, are included in help yearly figures. Pitts are calculated on "net" distribution basis, carming a place being through computed on profit after textions and enveloved ACT when populatively imported figures and case 10 per cert or more deficience. Covers are based on "nutri distributions. Covers are based on "musicinem" insurance "executional profits/species, but including estimated extent of offsecable ACT video accounts on profits after textilen, evolution exceptional profits/species, but including estimated extent of offsecable ACT video, are based on solide prices, are gross, adjusted to ACT video, and allow for rather of declared distribution and rights.

— "Tao Stock".

High, and Laws marked thus base been adquited to allow for rights, quarter for catch, interem some increased or returned.

3. Tas-fer to mon-respond to returned.

3. Tas-fer to mon-respond to a population.

— Figures or report amaked.

4. While, not listed on Stock Exchange and company will subjected to sam degree of repolation as listed securities.

3. Deals in enter hole 505(3).

9. Price at time of suspension.

1. Indicated existed after periody scrip and/or rights issue: cover relates to previous thrideous or forecast.

1. Whyter had or responsable.

3. Same integration of the profit of the property of the companion of the value of suspension.

4. Price alturates of suspension.

5. Indicated existed after periody scrip and/or rights issue: cover relates to previous thrideous or forecast.

1. Whyter had or retragantization in property.

3. Not constantible.

5. Same integrate for respective or carming inputated by laterst interve magnetic property of the carming and previous training outple or properties of the carming and carming outple or part of capital, cover on carming inputated by laterst intervent of the profit of the properties of th 249 224 Saines Ion, 50p. —

250 122 120

261 64 Smaller Cor Ion Tis ...

273 32 Stewart En Ion Wildon, 172

274 175 Shedders Far East 51 —

275 180 ITR Australia Trust ...

276 176 ITR Australia Trust ...

277 177 ITR Ind. 66 General ...

278 245 ITR Pacific Basks ...

279 245 ITR Pacific Basks ...

270 187 ITR Ind. 66 General ...

271 187 ITR Ind. 66 General ...

272 187 ITR Ind. 67 General ...

273 281 ITR Ind. 180 | Speck Wm. | 26 | 177 | -1 |
Negra Invests.	47	+2
Ocean Wisson. 20p	47	+2
Partyon. Zoch. 10p	150	+4
Steen Durby MSO.5	365	365
Steen Durby MSO.5	540	100
Tooter Kerm. 20p	34	190 159 652 44 158 127 158 289 65 65 575 465 36 26 10.0 1.5 2.1 9.2 10.0 1.5 2.1 9.2 1.5 1.1 8.6 0.4 1.5 1.5 4.8 4.7 4.8 1.5 1.5 4.8 4.7 4.8 1.2 0 0.5 0 1.0 0.6 1.5 1.1 1.9 1.0 0.6 1.5 1.1 1.9 PLANTATIONS
Heat Price - Net Corr Gr's 1985 High Lew Stock 740 21 26 9117 10 11 9266 11 03 10196 11 47 9225 0 88 90156 13 104 135 21 25 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 5 940 6.0 1.7 0.9 6.38 +4 30.0 4.4 2.4 2.4 2.5 7.5 4.5 3.3 3.72 -3 8.4% 7.5 6.2 7.76 -15 9.2.0 9 22 2.5 -10 5.0 3.1 2.4 470 -5 20.0 3.9 5.6 TRUSTS, FINANCE, LAND | TRUSTS, FINANCE, LAN | 1983 | 1894 | 1895 | 1894 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 | 1895 MINES 1983 High Law Price - Net Cur Gr's | Central Rand | Control Deep R | Control Rand | Control Deep R | Control PROPERTY Stack INSURANCES Eastern Rand

| 165 | 6 | 105 | 107.2
| 165 | 6 | 105 | 107.2
| 165 | 6 | 107.2
| 165 | 6 | 107.2
| 165 | 6 | 107.2
| 165 | 6 | 107.2
| 165 | 6 | 107.2
| 165 | 6 | 107.2
| 165 | 6 | 107.2
| 165 | 6 | 107.2
| 165 | 6 | 107.2
| 165 | 6 | 107.2
| 165 | 6 | 107.2
| 165 | 6 | 107.2
| 165 | 6 | 107.2
| 165 | 6 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 | 107.2
| 165 | 165 178 115 22 44 75 Avoit
CPI Hidge
Carrel Inds.
Dobin Gas
Hall IB & H.I.
Hertor Hidge
Lirish Ropes.
Lacob IW & R.J
Usudare | Description | OPTIONS --- 3-mouth call rates Mines Charter Chris Cons Gold Lumbo Rig T Zinc and Ptatinum

- 644 | -2 | 0590s | 0 | 5.0 |
- 413 | -7 | 040c | 0 | 4.2 |
- 630 | -20 | 0335 | 1.7 | 48.1 |
- 620 | -20 | 7680s | 18 | 3.8 | "Recent Issues" and "Rights" Page 43 Central African 170 171 134 134 134 134 134 134 This service is available to every Company dealt in on Stack Exchanges throughout the United Kingdom for a fee of £800 per

Financial Times Wednesday April 24 1985 **AUTHORISED** FT UNIT TRUST INFORMATION SERVICE - 000000 10.34 11.0 6.25 +017 Prolific Unit Trusts
222, Bristopysis, EC2

01.247 75447

Prolific Fat Ect. high. 1 10 7st +1.7 0.33

Prolific Fat Ect. high. 1 10 7st +1.7 0.33

Prolific Fat Ect. high. 1 10.7 1 15.9 -1.8 15.7

Prolific Incl. 1277 1 15.9 -1.8 15.7

Prolific Incl. 16.7 10.5 40.5 1.29

Prolific Incl. 16.7 1 15.7 -1.5 1.42

Prolific Sect. Sec. 16.42 15.7 1-1.5 1.42

Prolific Sect. Sec. 16.42 15.7 1-1.5 1.42

Prolific Sect. Sec. 16.42 15.7 1-1.5 1.42

Prolific Sect. Sec. 16.42 15.7 1.5 1.47

Prolific Sect. Sec. 16.42 1.47

Prolific Sect. Sec. 16.42 1.5 1.47

Prolific Sect. Sec. 16.42 1. 싎 450404045 tree ECZ. L. & C. Buit Triest Management Ltd., Pierry Hae, Costhalt Avr., EC2R 78E. 01-588 L&C line Food 517 6 291-11 L&C lind & Cop Fo ... 2014 291-31 Affect Unit Trusts Limited (a)(g)
Affect Hambro House, Hutton, Sreobweel, Cases
Grentwood. (0277) 21,1459 & 229123 Robert France Trust Migt. Ltd.
22th Albertarie St. VI.
Robe France Ut. Ta. __irit.8 75.3 J 1.00
Friends Prov. Trust Managers (a)(b)(c)
Friends Prov. Trust Managers (a)(b)(c)
Friends Prov. Trust Managers (a)(b)(c)
Tel. 6306 855.055
Fr. Easty Uelts __irit. J 146.3 J - 4.2 20
Do. Annes. __ 125.5 271.4 - 2.3 230
Fr There for Acc. ___irit. J 16.3 J - 6.3 211
Fr. Steventisis Acc. ___irit. J 18.3 - 6.8 211
France in County 24 Ladgate Hift, ECAP 48
Capital Life Assessment
for Pacesber 11
Septiment 11
Septiment 12
Septi 01-405-4300 264-64 -4.4 3.16 125-9 +2-0 -9.05 170-9 +3-3 7.26 Council (Januers) Morgt. Ltd.

100, Our Broad St, EC2N 184.

101, Our Broad St, EC2N 184.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108.

108. 6.T. Unit Mantagers L.M.
Bit Floor, 8 Developer Sa., Lo.
Bit Floor, 8 Developer Sa., Lo.
Castal Real (192) 7724
Castal Real (192) 7725
Ca 775 -04 19
1052 -09 19
1052 -09 19
1053 -04 00
1053 -05 00
1059 +15 00
1057 +05 04
1057 -05 04 01-236 5000 +0.5 2.61 +0.7 2.61 +2.4 5.67 -2.4 5.66 -3.66 -03 Do Commiller Unit Tot. Mongra. List.
2. St Mary Asse, E.C.34 868 F.
Conty Arcan. 117.5
Conty Arcan. 117.5
Conty Arcan. 17.7
Conty Arcan. 17.7
Conty Arcan. 17.7
Conty Arcan. 17.7
Conty Co Warefley Unit Trust Stammers Ltd (2)
Warefley Hos, 7 Decorbine Sq. EC2. 01-626-4411
Assertion Ys. 31.0 6539 469 207
For East & Ga. Trust & St. 31.4 6-61 12
Assertion Ys. 31.5 51.4 6-61 12
Income Ts. 30.1 62.64 -0.4 6.0
Income Ts. 30.1 62.64 -0.4 6.0
Income Ts. 30.1 62.7 12.64 69.3
Income Ts. 30.7 12.14 69.2 12.6
Assertable Yout 12.6.7 12.14 69.2 12.6
Income Ts. 30.7 12.14 69.2 12.6 Lloyd's Life Unit Tst. Mongrs. Ltd.
2, St Mary Aus. (C.34.856.
2, St Mary Inc.
2, St Mary Inc Royal Trust Can. Fd. Mgt. Ltd. 40-50, Camea St. Landon ECAN 51.0. 01-275. Cantal Fand. h51.3 13-24 leaser Fand. h51.0 134-4 Fricas et Agril 15. Next dealing day Agril 30. Surtmore Fund Managers (a) (c) (g) 25 Mary Aug ECJA 83P 01-623 1212 Dealing only 01-623 5766/5806 America 7 ma 781 037 164 273 144 022 **经验证** SKE Management Limited 20 Conduct Are, ECSR XIII. On the Dock Inc. A Soot is Reset 118.0 De Accept is Reset 118.0 10 -203 1963 443 77.4 1963 17.6 19.9 255 17.6 19 L.T.U So and Solution Control of the Genetit (John) Lish Mingt. List.
Whethere Hee, 77 Lundon Wall, EC2.
Geneti AmericanGrand 152.4 56.0
Geneti Geld Hum ... 47.4 56.0
Geneti Ind Genet ... 47.4 64.0
Geneti Ind Genet ... 48.3 64.0
Geneti Lundon Genet ... 183.7 64.0
Geneti Lundon Genet ... 183.7 64.0
Geneti Lundon Genet ... 183.7 64.0 Continental Life last 計算 INSURANCES | Royal Ext. Unit Migrs. Ltd.(2) | Royal Extenses, ECSV 51.5. | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2020 | 01-638-2 11.8 -0.4 1.73 25.7 +0.4 0.40 Managers Ltd. (g) -0.9 2.51 +0.2 2.51 +0.2 2.51 +0.2 2.51 +2.11 0.86 -0.4 2.51 20.9 20.9 20.9 57.4 44444 100.0 149.3 80.0 91.14 58.04 | GL-658 9002 | See as a spiral and a spiral 70. 4 121.3 270.5 193.4 251.4 157.8 154.2 200.2 430.0 -19 156 -19 150 -17 150 -17 150 -17 150 -17 150 -17 150 हैं डिट्रेडेटेडिटेट on Mignet Co Limited o Street, EC2P 205. A ESSENTIF 25 BANGE 1 報題 157.5 484.9 279.5 170.8 159.5 712.8 장우구두 한 현후 50.7 50.7 50.7 50.7 54.0 64.0 154.9 50.3 114.9 £. \$555 50 ent Ltd. Scottish Equitation Fund Wars, Ltd. 31 St Andrews Sq. Eduturgh 0531-556 9307 | State | Stat Life Preds Managed Ace Barcleys Life Asser. Co. Ltd. 253.0 200.7 260.9 165.8 201.8 212.2 244.0 172.3 1010 horth Aver 128.1 Aver Scholler 18.1 Aver Scholler 1 Hayflower Management Co. Ltd. 14-18, Gresham St. ECZV 7AU. THE PROPERTY OF THE PROPERTY O 102.5 261.7 d 01.2 d 03.4 64.4 335 McAnally Fund Ma Royk House, King William cut Ltd. 715.3 187.2 292.4 150.0 197 Hexagon Services Ltd. 4G: St Heires, Landon ECSP. 177 100.4 100.4 110.7 1910 2002 1042 01-623 4680 +04 055 +01 049 -07 346 +10 101 Hitman Unit Trest Magrs Ltd (a)(c)(e)
Uniterritist, 252 Resident Rt, E7. 01-504 5044
Hitman 1965 504.74 ~1.01 412 68.0 92.14 93.4 ### Same Unit Tst. Nigra.† (2)
45 Rect St. ECTP 21.K.
(3) Briss Tres. 1641 474,
(3) Capta Tres. 1532 401
193 Capta Tres. 1533 401.74 01-42 80 L1 -48 2292 -47 2292 -47 2292 -47 2292 -47 2492 150 mm Mercury Fund Managers Ltd.

Mitrostry Fund Managers Ltd.

30 Rice William St, ECAR 94.5.

American Greeth. Pro. 92.7

American Income And. 97.7

American Recover And. 97.8

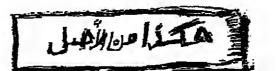
American Recover And. 97. of Camada Rd, Calidford, 219.3 198.4 Gp. of Unit Trests Ltd. (a)(c)(q) House, 31. Finding Circle, London EC2 01 Desirg 014360478/0479 FS Investment Managers Ltd. THE PROPERTY. +0.4 +0.7 +0.7 74 B +07 203 -13 131 -09 110 0732 361144 +071 149 +071 149 +071 149 +071 149 +107 147 +107 147 +073 147 - bu #7 #7 -0.5 740 -1.7 4.76 -1.5 4.04 Imperial Life (UIC) Ltd. Imperial Life House, London R F.T. CROSSWORD THE PROPERTY PUZZLE No. 5,701 RELEGIATE SAIRS
CONTROL HOUSE,
Tel: 0742 79842
Cantal
Caspan Units
Commodity & Gen.
Categon Units
Caspan Unit 1 Splendid girl has to eat 1 Splendid girl has to eat outside (6)
4 Settled in dead awkward surroundings, is fair (8)
10 Reception giving pleasure (7)
11 "Bishop may be taking pawn and Queen," the Spanish scoffed (7)
12 They really enjoy things cooler on the last bus (4)
13 "Crazy Cain," the clergyman goes on, "is incorrect" (10)
15 Act aimlessly in the new role, showing sex-appeal (6)
16 Collapse of plot to bring back knotted lace (7) Minister Fund Managers Ltd. Minister House, Arthur St, ECAR 98H. 27. Zin -05 430 Marray Juhissaure B.T. Myurl. (a)
103, Hore Street, Gisspen, GZ 2VH. DFL-221 SSZ.
104-104 America. 763, 105.4 - 15.97
104-1079 Studen Cos. 2579 4 771.3 - 113
Next Geology Fridge. knotted lace (7)
20 The vicar takes some tongue 9 9 9 back (7)
21 The sort of crab her boy is upset by (6)
24 Not having much mooeyenjoyed life, being ephemera) (10)
26 Penny the swimmer is to be found to the Isle of Man (4)
28 Naughty books 1 race to destroy! (7)
29 A man to make a disturbance, he defends his country's rights (7)
30 Crowded? Then go touring, right into Land's Eod (8)
31 Seeing soldier to brokeo cart is distressing (6)

DOWN back (T) 190 a 93.4 301.9 132.7 7 God is following the LT.A. 25 Duck with grim smell! (5) version of "The Pope's 27 A celebrity, one not in step Diadem" (5) 25 Duck with grim smell! (5) . 」 337 Considered catching yours truly in the act! (6)
 Food is taken around mid-Octavian Unit Trust Mgrs Ltd # Freducts St, ECSM 48Y. Solotion to Puzzle No. 5,780 DOWN

1 When depressed, collapse morning, as intended (5) CREMENTS SINAPPER
CONTROL DE ASSE
LAUMONES AFFIRM
LAUMONES AFFIRM
LAUMONES AFFIRM
LAUMONES AFFIRM
ASSESSA RAUMONES
NASSESSA RAUMONES
NASSES ASSES
NASSES ASSES
NASSES ASSES
NASSES ASSES
NASSES
NAS 14 Walker rested uneasily, being in terrible pain (10 1 When depressed, compact with humiliation (6)
2 Lent naive cook a card to scod (9)
3 Retreat, concerned with returning in good condition

The second is the second of the 5 BON 15 DO ACCUM.

Es luder Leis, Citt.
Do ACCUM.
Establish logi Janual
Do ACCUM. Un Group Unes 100 p
Process Income Unes 100 p
Process Income Unes 171.8
Pearl Trust Hamagers Ltd. (a\(9\) (2)
252. High Hothem, WCIV 7E8.
Pearl Growt F4. 223 ea.54 0.74 123
Annual Units 254 0.54 123 19 Left in the act, I resolved 10 become physically fit (8)
22 Express agreement since \$ In one document, half the pictures are described pictures are described minutely (8) 6 Not taught nude act, due to ezioni GENERALI S.p.A. church St. EC34/ 507. transmitted (61
23 Jumped in, late again, the 07-486 0733 shape: (10) deep end (5)



Financial Times Wednesday April 24 1985 INSURANCE, OVERSEAS & MONEY FUNDS | University | Uni NEL Britannia Int Ata Ltd Acom Hs, Ashol St, Douglas Will. USA Memory Act. 17-375
Tyrothall Minnapors
Tyr Transingerentional Life las. Co. Ltd. 55-57, High Helton, WCIV 60U. 01-832 7462 ### ACC | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.72 | 10.7 Preserve - 1270 have preserved by the pr Scottish Amicable investor 150 St Vincen St, Glasgon Citihanik (CI) Lish "Citifrands"
Gress Sarvet, St. Heller.
U. S. 5 Fand St. 1977
Send France S720, Send France S720, Send France S720, Send France S720, Send France S720, Send France S720, Send France S720, Send S720, Se Tridest Life Assurance Co. Ltd.
Lorden Rond, Glanceder.
Gat. Verd. 1971.
America. 1971.
America. 1964.
Lorden Fond 1964.
Lorden Co. Ltd.
Lorde Pearl Assurance (Unit Femile) Ltd.
252 High Holson, WCIV 72B.
02-405 8441
Inc. Prop. Dec. 104.2 204
Inc. Prop. Acc. 2015 204
Inc. Early 865.2 45.5 ...
Inc. Managed 740.8 206.2 ... Scottha Equitable Life Assoc Sec. 33, 54 Autrew Sc, Edubards. 251, 54 Autrew Sc, Edubards. 251,4 -1,4 -0272 732241 Scottish Life Intrestments 19th Andrew Square, Edinburgh, Property 104.5 Oktober 124.5 Andrews 124.5 Andrews 104.5 Edinburgh 111.5 Edinburgh 111.5 L Speciality
Sind Sop. Atta.
Soul Fig. 1982
Sind Fig. 1982
Sind Correctly
Sind Correctly
Sind Correctly
Sind Correctly
Sind Sociality
Sind Sociality
Series For East. Property Equity & Life Ass. Co.
Berner Ass. Southerd SS2 60H.
R. Saft From Rest 771.8
Lot Mar Court Saft 71.9
Pictable Prop. 86 fc. 129.4
Pictable Prop. 86 fc. 28.1 0992 52155 Property Growth Asser. Co. Ltd. Scottish Provident Institution and Compadities ---Pers. Street Inter Cost Pers. Street Inter Cost Pers. Street Int. 13.4445 +6.0003 +4.4 13.445 +6.0002 +4.4 13.445 +6.0002 +6.4 13.445 +6.0002 +6.4 13.445 +6.0002 +6.4 13.445 +6.0003 +6.4 13.445 +6.0003 +6.4 13.445 +6.0003 +6.4 13.445 +6.0003 +6.4 13.445 +6.0003 +6.4 13.445 +6.0003 +6.4 13.445 +6.0003 +6.4 13.445 +6.0003 +6.4 13.445 +6.0003 +6.4 13.445 +6.0003 +6.4 13.445 +6.0003 +6.0 13.445 +6.0003 +6.0 13.445 +6.0003 +6.0 13.45 +6.0003 +6.0 13.45 +6.0003 +6.0 13.45 +6.0003 +6.0 13.45 +6.0003 +6.0 13.45 +6.0003 +6.0 13.45 +6.0003 +6.0 13.45 +6.0003 +6.0 13.45 +6.0003 +6.0 13.45 + Proc. Social, Irrid.
Do. drug.
Proc. Progrey; Solit, ...
Do. drug.
Proc. Proc. Proc. Solit.
Do. Strul.
Proc. Solit.
Do. Strul.
Proc. Card.
Do. Drul.
Proc. Card.
Do. Drul.
Do. drul.
Do. drul.
Do. drul. स्था । इस M & G Group Rattrychild Asset Management (C.1.)

8. Jolan's C. Lorensky

OC Sarton

21.1 g. 200 and

OC Sarton

22.1 g. 200 and

OC Sarton

22.2 g. 200 and

OC Sarton

22.3 g. 23.6 g. 25.6

OC Common

22.3 g. 23.6 g. 25.6

OC Common

22.3 g. 23.6 g. 25.6

OC Common

23.4 g. 200 and

OC tomography

33.4 g. 200 and

OC tomography

34.4 g. 200 and

OC tomography

Press Anni 22. U.B key y re-bytes for 15. N.B. Ann 20.

OC tomography

Press Anni 22. U.B key y re-bytes for 15. N.B. Ann 20.

OC tomography

OC tomog Vanhrugh Per 41-43, Martin 3 Pension Limited - St. Lat. WIR 9LA mertang. 107.22 7.376 41-43, Sentin St., Lin. WIR 94.6

Minimary 982.6

Minimary 982 30 Unbridge Road, W12 BPE, Earty Arc. 225-2 Fried Interest Arc. 277-8 June Arc. 278-2 Ramped Arc. 278-2 Ramped Arc. 288-2 Ramped Arc. 288-2 Ramped Arc. 288-2 Ramped Arc. 288-2 Ramped Arc. 278-2 Ramped Arc. 200-2 Ramped Arc. 200-: I IS I ISS Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust Funds

Trust 報は Rothschild Australia Asset Niget. 2.td. | Comparison | Com 45-1464-1464-1-144 | December For Estiman Post, Acc. 17:53

Special See Posts Are. 17:53

Special See Posts Are. 17:53

For Capital Uest and Other Pricas ring Q

For Capital Uest and Other Pricas ring Q

Hollson Bars, ECLN 29th.

Prudent Samper Acrd 17 10:29

Prudent Samper Acrd 17 10:29

Prudent Hollson Bars, ECLN 20th.

For Capital Plant 17 10:30

For Capital Plant 10:30

For For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10:30

For Capital Plant 10 Municipal Life Assertance Ltd

Municipal Life Assertance Ltd

90 Sanding Rd, Mastetane.

Easter Fd. 122.5

Manager Fd. 122.5

Manager Fd. 122.5

Pen. Name Rd 122.5

P NEL Pempines 2.10.

Mellon Curr, Dortun, Survey.

Mellon C. Carr, Cortun, Survey.

102.3 4.23 - 102.4

Mellon C. Carr, Str. 1.0.

Straits tin drops below floor price

BY JOHN EDWARDS, COMMODITIES EDITOR

TIN CAME under pressure on he London Metal Exchange ...terday after the Straits tin ricerday after the Straits un price in Kuslo Lumpur fell overnight below the Inter-national Tin Agreement (ITA) "floor" level of 29.15 ringgits (Malaysian dollar) o kilo for the first time since April 1982. The price dropped 20 cents to M\$29.10 after rising to M\$29.90 earlier this month as the dollar

weakened.
The ITA huffer stock is sup-The ITA huffer stock is supposed to keep prices hetween the M\$29.15 "floor" and the "ceiling" of M\$37.89 a kilo.

At the International The Council meeting lost month Mr Pieter de Koning, buffer stock monager, won approval to operate more flexibly, if necessary below the floor price. He hos long said this wos the best and cheapest way to defend the floor level in spite of considerable opposition from some producer countries who viewed the ducer countries who viewed the floor as sacrosanct. Mr de Koning is now exercising the flexibility for the first time. The decline in April 1982 below the

"floor" was a temporary aberration due to communications problems.

Recently, the market has been thrown into confusion by violent fluctuations in exchange rates, porticularly between aterling and the U.S. dollar, to which the

Last month the sterling price of standard grade cash tin on the LME reached a record £10,227.5 o tonne. Since then f10,227.5 o tonne. Since then the recovery in sterling has been used by the huffer stock to lift Straits tin above the "floor." This was not sustainable, bowever, in view of the depressed state of the market. The weakening in the dollar is believed to have put the buffer stock's funds under pressure.

Yesterday LME tin values closed slightly lower, while a weakening in sterling pushed other base metal prices sharply

The rise was led by copper, where the continuing squeeze on nearby supplies hoosted the higher grade cooh price hy £29.75 to £1,215.75 a tonne.

Meanwhile the LME board yesterdoy rejected a management committee recommendation that a new copper contract should be introduced specifically

for high-grade cathodes. Further talks are to be held.

The subject is arousing mixed feelings on the exchange. While a separate contract for high-grade contracts is logicol, and is supported by some producers and consumers, opponents fear the introduction of a third contract will reduce liquidity and tract will reduce liquidity and moke the market even more vulnerable to supply squeezes.

on Egypt's wheat market

BY BERNARD SIMON IN TORONTO

agreement between the Canadion Wheat Board and the Egyptian General Authority for Supply Commodities, Egypt will buy at least 0.5m tonnes of wheat a year up to 1989. Prices and other terms will be negotioted periodicilly. A sale of 0.3m periodically. A sale of 0.3m tonnes has alreedy been con-

LONDON MARKETS

uded for 1985. Io the year to July 1983 to Mr Charles Mayer said any 662,000 tonnes in 1983-84.

Thai zinc refinery comes

on stream

By Boonsong K'Thana in Bangkek THE ASSOCIATION of South East Aslan nations' only zinc refinery starts operations today.
The \$104m refinery, in Thatland's northern proveince of Tak, 40 km north of Bangkok. has been set up by Padaeng Industry Company, a Thal-Beigium joint venture.

Thal Prime Minister Prem Tinsulanonda will open the electrolytic zinc smelter. Its

Tinsulanonda will open the electrolytic zinc smelter. Its output of 60,000 tons of zinc ingots a year will meet Thailand'o needs and leave a surplus for export of neighbouring countries which previously relied on imports from Australia and Japan.

The Thoi government owns 33 per cent of the equaty while The Thot government owns 33 per cent of the equity while Thai companies hold 37 per cent. Three major Belgion industrial companies own the rest—Mechim SA (13 per cent), Vieille Montagne (15 per cent) and Societe Belge d' Investissement International (2 per cent).

WEEKLY METALS

All prices supplied by Metal ANTIMONY: European free market, 99.6 per cent, \$ per tonne, in warehouse, 2,750-2,900. BISMUTH: European free market, min 99.99 per cent, \$ per lb, tonne lots in warebouse, 5.80-8.00.

CADMIUM: European free market, min 99.99 per cent, \$ per lb, in warebouse, ingots

per 1h, in warehouse, ingots 0.90-0.96, sticks 0.95-1.01.
COBALT: European free market, 99.5 per cent, \$ per 1h, in worehouse, 11.50-11.60.
MERCURY: European free market, min 99.99 per cent, \$ per fissk, in warehouse, 236-296.
MOLYBDENUM: European free market, drummed molybdic oxide, \$ per ib Mo, in warehouse, 4.10-4.30.
SELENIUM: European free market, min 99.5 per cent, \$ per 1b, in warehouse, 6.60-7.20.
TUNGSTEN ORE: European free market, standard min 65 free market, standard min 65 per cent, \$ per tonne unit WO.,

VANADIUM: European free market, min 98 per cent, V₂O₂, other sources, \$ per lh V₂O₂, cif URANIUM: Nuexco exchange value, 8 per lb U,O, 15.00.

The Sandinistas' quiet revolution

A REVOLUTION is quietly taking place in Nicaragua. Not the one that causes sleepless nights in Washington, but one involving the British company British American Tobacco and the Nicaraguan and Bulgarlan Governments, and which by the end of the century is likely to

world tobacco trade.

By then, tobacco is projected to become Nicaragua's principal export earner, displacing coffee and cotton. Nicaraguan tobacco will become the principal feed. will become the principal feed-stock of blond hurley tobaccoo to Bulgaria's huge tohacco in-dustry. Nicaragua's climote and soits are ideal for growing burley tobaccos.
Until the 1979 revolution the

BAT subsidiary in Nicaragua, Tanic, was producing 2.3bn cigorettes o year, primarily for the domestic market. The Sandinista revolution and the opening of trade links be-tween Bulgaria and Nicaraguo hrought new prospects for the

tobacco industry.

Mr Iain Imrie, managing director of Tanic, sald: "The Government opproached us in 1982 with a proposal to expand our processing capacity of stripped tobacco less from 1.5m Despite its Socialist rhetoric, Nicaragua plans a big tobacco deal with BAT.

Tim Coone reports kilos to 10m kilos a year."
The negotiations were success-

The negotiations were successful and in February new machinery costing \$2.8m purchased in the UK, the U.S. and Italy for the Tanic plant in Managua, began operation.

In bot sheltered valleys in northern Nicaragua, co-operatives and state forms are rapidly expooding their tobacco acreage, and huge drying sheds smout. and huge drying sheds sprout every month as government planners try to meet the first stage target of 6,000 bectares

planted to hurley tobacco.

The dried leaf is delivered to the Tanic factory where it is stripped and processed for export. The government then collects and exports it to Bulgoria, stready the world's higgest exporter of cigarettes and tabases less

and tobacco leaf.

Vast sugar plant reaches full output

2000. This would produce 50m kilos of stripped leaf per year for export with a potential value of \$150m to \$200m.

Surprisingly, little countertrade is involved with Bulgario according to Sr Cesur Arostegui, Nicaragua's vice minister for external co-operation. "They are bard commercial negotiotions," he said. "It is not countertrade."

Nicaraguan purchases from

countertrade."

Nicaraguan purchases from Bulgaria began in 1982 with the opening of a \$140m credit line. Nicaragua is huying mostly machinery and medicines, and receiving Bulgarian assistance in building o payater port on the Atlantic and for a vegetable development project which will provide half Nicaragua's fresh vegetables and export processed vegetables to Bulgaria. Bulgaria is also giving considerable technical assistance in expanding the tohacco crop.

Bulgoria, stready the world's panding the tohacco crop. The first stage production target of 10m kilos of stripped leaf was to have been completed

Cbsmorro, bead of the state enterprise Agro-Inra which oversees all major farming and industrial projects, contemplates expanding tobacco oreas to 25,000 hectares by the year 2000. This would produce 50m years, hut he was not unduly warried. "We now hove an had now been put back two years, but he was not unduly worried. "We now hove an efficient and modern plant, we have on agreement with the Government to repatriate divi-dends and we have a prospect

of further expansion in the future." he said. Tanic's success in its negotiations with the Nicaraguan government, especially over the repatriation of dividends when the country's foreign exchance crisis is so critical, shows the government regords the project as important and is prepored to he flexible in dealing with major transitional companies.

That may be of interest to oil companies, who are certain to he invited to join in petroleum exploration in the next

thing of a surprise to the San-dinistaa' autagonists in Washington, now in full cry. to find that BAT has discovered there is indeed business to he done in Nicaragua.

change in European cogic beet planting ocreoge, including the Soviet Union, for 1985-86 compared with its first estimate in early March. It put total plantings at 7.426m hectares compared with 7.436m in in its first estimate.

estimate and 7,413m in 1984-85

beet plontings at 2.56m hectares

compared with 2.55m in its first estimate and 2.59m in 1984-85.

The EEC area was set of 1,711m hectores ogaiost 1,709m in the

first estimote and 1.73m in

Licht sees Western European

Milk output running below **EEC** quota

MILK production in England MILK production in England ond Wales at the end of 'he second week of the new quota year (to April 13) was running about 2 per cent below the deiry quota set, by the EEC, according to the Milk Marketing Board.

Board.
Cumulatively, the ohortfall against quota from April 1 to April 13 is estimated at 8 litres or 1.7 per cent.
In the final month of the first quota year output was 1.172.4m litres, 4 per cent lower than the previous year's figure of 1,221m litres. Output for the year as o whole was 7.2 per cent year as o whole was 7.2 per cent

year as o whole was 7.2 per cent lower than in 1933-84 of 12,601.1m litres.
Sales of milk for manufacturing in March, at 646.4m litres, were 5.9 per cent lower than the previous yeor. Liquid sales of 524.7m litres were 1.4 per ceot lower, but for the whole year were down by 1 per cent on 1983-84 at 6.077m litres.

• DREXEL Burnhom Lambert intends to provide 0 comprehenintends to provide o comprehen-sive service as a full clearing sive service as a full testing member on the new Baltic internotional Freight Futures Exchonge (BIFFEX) is announced yesterday. It will operote in association with the Maersk Company ond P. Wighom-Richordson and Company to the beat members of the pany, both members of the exchange.

THE WELSH Water

Authority has suspended its Wye salmon netting operations at Chepstow in Wwent after an alarming fall in the number of fish being caught.

The catch has dropped from 9,500 in 1972 to 1,700 last year and the authority says drastic action has to be token to allow

action has to be token to allow fish to move dowr, river and spawn future generations. • THE AGRICULTURAL Mortgage Corporation has cut its interest rate oo oll new variable rate loans from 15 per cent to Eastern European 1985-86 14.5 per cent.
plantings, including the Soviet
Union, were forecast by Licht expected to fall to 38m kilos

ot 4.86 heclares, down from in the year ending April 30.
4.89m in its first estimate and 1985, from 43.8m last year be4.83m the previous yeor. Of couse of hod weather, Teo Board that total, the USSR was exofficials sald.

pected to plant 3.48m hectares against 3.46m the previous year.

REUTER

Tea exports have been restricted to 24m kilos for 1984-85 against 31m in 1983-84

LIVE CATTLE 40,000 lbs.

LIVE HOG5 30,000 lbs, cents/lb

Canada strengthens grasp

EGYPT has agreed to buy at credit provided for the cales least 2.5m tonnes of wheat would be on commercial terms. The 1982 drought in Austrarecent strong growth in Egypt's wheat market.

Total de on commercial terms.

The 1982 drought in Australio enobled Canodian wheat exporters to gain a second and the commercial terms. exporters to gain a toehold in the Egyptian market. According to a wheat board official, Canadian government financing, wheat market. Under the

competitive pricing increosed output of exportable grades of soft wheat hove contributed to Canada's stronger position in the Egyptian

Canadian wheat exports to Egypt soared from 23,000 tonnes

BY JAMES BUXTON IN ROME

KENANA, the controverslal ocre estate, and by burning for that year's crop, which could rise to around 18.6m vast sugar project in Sudan, has hagasse—cane residue—instead would mean a higher sales tonnes from 18.2m last year. It forecast only a slight figure.

—producing just over 300,000 When Kenana was opened.

When Kenana was opened, for that year's crop, which could rise to around 18.6m would mean a higher sales tonnes from 18.2m last year. It forecast only a slight figure.

In 1982-83 Kenana lost change in European sugor bect planting orreage including the at last operated at full capacity
—producing just over 300,000
tonnes of cemi-refined sugar
this harvesting season.

The augar complex, on the White Nile about 180 miles south of Khartoum, is the largest in the world. From the time the scheme was proposed by Mr R. W. "Tiny" Rowland of Lonrho to former President Jasfar Nimeiri in the early 1970s, doubts persisted about the feasibility of operating such a large complex to capacity, Even though output rose

steadily from Kenana's opening in 1981, its management had to foce serious orohlems caused by Sudan's failing economy and shortage of foreign exchange, which made fuel for vehicles hard to obtain.

INDICES

When Kenana was opened,

full capacity output was pro-jected for the 1982-83 season. Nevertheless Kenona has not, as originally intended, made Sudan into a sugar exporter. The failure of rest of the country's sugar industry to increase production has meant Renano has produced only for the domestic market. But with the world sugar price at rock-bottom levels it is questionable whether exporting would have been economic.

The company sells its sugar to the government at a price agreed each year. In the year to September 30, 1984, Kenano achieved interim sales of Sudan £120.4m (sterling £44m). hard to obtain.

No profit and loss figures are
Economies were made using available because the company
hand cane cutters instead of is still awaiting the outcome of
machines for half the 80,000 its request for a price increase

Sudan £21.8m on sales of Sudan £115.8m. That yeor's sugar price was Sudan £537 per Kenana is one-third owned

by the Sudanese Government and one-third by the Govern-ment of Kuwait. The rest of the equity is held by the Saudi Arabian Government, the Arab Investment Company and other shareholders. Lonrho owns 0.48 per cent.

EEC beet sugar production could reach 13.4m tonnes, raw value, in 1985-86, marginally up on last year's 13.3m tonnes, if the long run upward trend in sugar yields continues, according to F. O. Lieht, the West German sugar statistics agency.

Licht said this meant total West European sugar output

U.S. MARKETS

ened in sympathy with cur-rency values, along with mercial selling but slow country movement.
reports of progress on the trade deficit, reports Heinold Commodities. Copper lost ground on the lack of evidence of Chinese of this in Loodon. Aluminium was supported by a decline in primary production in the latest reporting period during March. Sngar values declined on tired long liquidation and fresh selling on the lack of hallish fundamental news. April 327.4 22
Rlay 328.0
June 330.1 33
Oct 338.8 34
Ise 343.0 35
April 354.3 35
April 354.3 35
April 354.3 25
Aug 365.2
Oct 372.2
HEATING OIL
42,000 U.S. gellons. Cocoa fell back on favourable

Petroloum Argus setimates Yesterday's were not available for this edition.

Turnever: 731 (1,532) lets of 100

SOYABEAN MEAL

HGCA — Locauonel ex-farm sost pricos, feed barley: a. East 114.50.

S. West 112.50. W. Mids 114.10. The UK monetery coefficient for the week beginning Mendey April 29 (based on HGCA calculation using five days oxchango rates) is expected to ramsin unchanged.

Yesterdays Previous 8

RUBBER

The merket opened unchanged, reports T. G. Roddick, Prices firmed on weaker staring.

SUGAR

\$4.00.

The overnight soll-off in New York prompted more selling on a technical basis and all positions tall to new life-of-contract lows, reports C. Czamikow.

PRECIOUS METALS weak-

crop prospects particularly in Braxil. Coffee traded sharply higher on reports of a well sold position by Colombia for second quarter 1985 shipment. Cotton firmed late in the session on fresh by single the session on fresh buying ahead of first notice day on April 24. Heating oil advanced on short-covering

ahead of expiry of the nearhy contract.
These are Monday's prices.

NEW YORK ALUMINIUM 40,000 lbs. cents/tb -High 65.00 52.90 53.00 Close High Lo
April 48.85
April 48.85
April 48.85
April 49.00
April 49.85
April 49.85
Sept 50.65
Bo.65
Bo.66
Closs 48.85 49.00 49.45 50.65 51.85 52.25 53.05 54.65 53.00 Close 286.2 286.7 287.7 292.2 297.9 304.3 High 287.0 292.7 296.0 303.0 309.0 285.6 286.6 290.0 303.0 304.5 Close High Lo
April 286.2 287.0 286
June 286.7 292.7 286
Oct 292.2 296.0 290
Jan 297.9 303.0 303
April 304.3 309.0 304
BILVER
5,000 troy oz, cents/troy oz Close 3.35 3.52 0.70 3.85 4.21 4.75 e.98 5.20 High 3.47 8.64 3.81 3.95 4.37 4.84 0.06 5.25 Low 0.34 3.51 2.70 0.84 4.21 4.75 4.87 6.20 Low 649.0 649.0 657.5 666.0 682.5 COTTON 50,000 /bs. cer Close High Lo
May 88.07 88.45 57.4
July 86.25 57.00 66.2
Ost 65.10 65.10 64.3
Dec 65.27 65.70 65.1
March 66.53 65.45 68.3
May 67.43 67.25 67.2
CRUDE OIL (LIGHY)
42.000 U.S. gallons. 8/barrels

April 638.3 High April 638.3 May 638.5 649.0 June 642.6 649.0 July 647.0 557.5 Sept 556.4 666.0 Dec 671.4 682.5 Jen 676.8 Mary 698.2 704.0 July 709.8 723.0 SUGAR WORLD 11 "112.000 lbs, cents/lb Cities High Low 88.07 88.48 67.67 66.36 65.10 64.36 65.10 65.10 64.85 65.23 65.27 65.10 66.53 65.45 68.32 67.43 67.35 67.76 693.0 898.0 723.0 High 30.00 28.61 27.95 27.46 27.40 63.40 64.35 64.75 65.40 85.30 66.00 65.05

745,10 145,28 144,46 143,93 143,25 142,50 141,55

COLD 100 troy oz, 8/troy oz

Close High Love 285.0 286.0 284.2 2 2 July 282.0 282 8 281.4 2 5 opt 271.2 271.2 270.4 : Dec 266.8 273.5 273.2 2 2 March 273.3 273.5 272.2 2 July 280.0 280.0 273.0 2 PO6K BELLIES 38.000 be. cents/fb Close 77.10 73.35 72.13 72.70 73.20 73.50 74.10 75.00 10.10 72.70 71.55 71.90 72.65 High 77.30 73.70 72.60 72.80 73.50 ORANGE JUICE 10,000 fbs, cents/fb 20YAREAN MEAL 100 tons, \$/ton

Prev 328.5 329.2 331.3 335.5 340.0 344.9 350.3 355.7 361.7 367.8 374.0

OTHER MARKETS

SYDNEY GREAOV WOOL—Close (in order: buyer, astier, business), Austrolian cents per kg. May 635 0, 840,0, nit: July 660,0, 682,0, 663.0, 660,0; Oct 639.0, 640,0, 640,0-638.5; Dec 646.0, 652.0, 660,0-642.0; May 695.0, 651.0, 653,0-657.0; July 662.0, 664.0, 662.9; Oct 639.0, 645.0, nil. Sates: 121, LONDOM NEW ZEALAND CROSS-BREDS—Close (in prider: buyer, seller, business), New Zealand cents per kg, Nay 511, 612, nit: Aug 530, 535, nit; Oct 533, 535, nit; Oct 535, 538, 537; March 546, 549, 747; May 551, 554, 552; Aug 653, 556, 365; Oct 668, 568, nit. Soles: 15.

HIDES

HITES—BirmFigker (Manchoster). accord clears. Ox: 31:33.5 kg. 105.30 s kg withdrawn (109.0p); 26:30.5 kg. 113.1e a kg withdrawn (117.3e). 22:25.5 kg. 127.10 a kg (127 0p) Cows: under 25.8 kg. 127.10 s kg. withdrawn (126.50 withdrawn).

High Tirds # £ £ £

Amelgamarod Motal Treding reported that in the morning catch higher grads traded at £1223, 25, three months £1170, 71, 70, 69, 71, 72, 73, 72, Cathodes: Three months £1172, Kerb: Higher Grade Three months £1172, 71, 70, 69, Aliemoon, Higher Grade Three months £1172, 71, 71, 57, 66, 71, 70, 71, 72, 71, 57, £1, £2186ds. Three months £1270, Keib Higher Grade: Cash £1210, 15, thuse months £1271, 70, 71, 72, 72, 73, 74, 73, 74 mover, 32,450 tonnes U.S. Producers 70,74 cents per pound.

n.m. + or g.m. + or Official — Unofficial — r TIN High Crde T E 9250 40 Cnsh ... 4140 5 - 125 9250 40 6 months 8165 70 - 9: 8 9240 50 - Settlenri, 8145 - 125

Lead-Morning: Cash C311, 10.5, 11, three montes £309, 09, 10, 11, 10, Kerb: Three montes £309, 09, 07, 07 & 09, 09 Three montes £309, 09, 07, 07 & 09, 09 Kerb Three montes £309, 09, 09, 09, 20, 00, 176 tomics. U.S. Spot. 20-22 cents

Zinc—Hob Grads Official Unofficial prices: Cash am £716.£720, om £724. £729 Three months am £710.£720, om £724.£729 Scatterment £720. Morning Three months £700. 697, 98, Kerb Three months £806 Altermon. Three months £698. £700. 698, 99 \$. 700. Kerb Three months 702. 03, Turnovat 7,5-30 tonnes, £15 Prime Westore: 45 50-47.75 cents per pound.

COFFEE prices on the London futures market continued this week's strong rise yesterday as builish technical and MAIN PRICE CHANGES

fundamental factors added to the pressure provided by the	METALS	'Apr. 23 1986	+0	Month
pound's further slide against the dollar. The July position was trimmed by profit-taking in late trading but still finished at £2,134,50 a tonne, adding £43.50 to Monday's £63.50 advance. Dealers said the fundamental support arose from hopes that iast week's resolution to eliminate price differentials between sales to members and non-members of the International Coffee Agreement might gradually raise physical price ievels.	Aluminium Free Mkt Copper Gash in Grade. 3 mths Gold troy oz Lead Gash 3 mths Nicke I. Free Mkt Pallsdrum oz Guicksilver Silver troy oz ŏ mths Tin cash Tungsten Wolfram 22 64t Zind 3 mths Freducers		+29,75 +15,5 +4,5 +4,5 +4,5 -7 +0,75 -10,6 -19,6 +18,5	£120:140 £120:5 £1918,6 \$324 £303.5 £318.76 236:265c 10114.00 6978.25 £256:296 6622.95p

ALUMINIUM

COPPER Official - Unofficial -	ALUMINIUM						
High Brds # £ # £ £ Cash 1224 6 +59 1210-6,0+29,7	Alumn'm a.m. + or p.m. + or Official -1						
6 months 1171 2 -20.5 1171.5 +16.6 Settlom't. 1920 -50 Cathodes. Cash 1171.5 -18.5 1170.2 -18.6 months 1172.5 +2.0 1169.70 +11.5	\$pot a70 80 +5 887.5 a +15i 5 months 900.0 1 +14i 908.5 +17i						
actilemt.: 1175 :- a	Aluminium Morning: Cash £881.5, 88, three months £899, 900, 01, 900 5,						
traded at £1223, 25, three months £1170, 71, 70, 69, 71, 72, 73, 72. Cathodes; Three months £1172, Ft. Haher Grade 7hree months £1172, 71, 72, 73, 73, 74, 75, 75, 75, 75, 75, 75, 75, 75, 75, 75	01 Karb: Three months 2000, 889, 900. Affarnoon: Three months 2004, 80, 93, 04, 09, 08, 07, 08, 08, 5, 08, Kerb: Three months 2008, 10, 11, Turnover: 17,325						

Gold lell \$2 an ounce from Monday's close in the bullion market yostarday to limit in \$3264-\$3264. The metal opened of \$3264-\$3264. The metal opened of \$3264-\$3264-\$329 and a federal between a high of \$3264-\$329 and a low of \$3242-\$3294. Gold relied sittor reports of a fall in U.S. durable goods orders but the dollor falled to move lower on the ligures and consequently there was little incentive to puch gold higher.

COLD SULLION ifine ounce; Apr. 23

Close 0320 4-32634 1225914-259341 Opening 5263-58714 122574-26734) Mining fox 5126,00 12265-466 Aftininities 8326.68 (12256.056) GOLD AND PLATINUM COINS

SILVER

6-liver was unchanged at yester. day'e frang in the London bullion market yesterday at 499 90. U.S. cent equivalents of the liring fovelo were sont 635,80c. down 8.5c; three-month 648.5c, down 8.7c. and 12-month 653.4c, down 8.7c. and 12-month 692.85c, down 8.7c. and 12-month 692.85c, down 8.7c. and 12-month 692.85c, down 8.7c. and 12-month 692.85c. down 630.633c).

EVER Buillon + or LM.E. + or per lixing price p.m. Uncilic!

FINANCIAL TIMES . Apr. 23 + or Month 1985 - ago Anries April 10 M th ago (Year ago 290.25 292.24 - 297.14 | 309.36 +1 8853.4

Barley Fut. Sep £88,80 +0.05 £98,80 Maize £161.00 £152,60 Wheat Fut. July £120,50 £134,49 No. 2 Hard Wint. OTHERS

NICKEL

Nicket-Morning: Csah £4400, three months £4250, 4305. Kerb: Three months £4315. 20, 13. Allieroon: Csah £4420. 50. three months £4330. 25. 30, 70, 80. 90, 4400. Turndver: 1,212 tonnes.

Prices railed etrongly during the morning following overnight strength in New York, reports Orexel Surnham Lambort. Lack of physical offsets overnight onces from following through

5ales: 3.696 (2.376) lots of 0 tonnes. 1C1 indicator prices (U.S. cents oer pound) lor April 22: Comp. daily 1979 132 06 (130.18): 15-day averago 131.85 (131.96).

POTATOES

The market was extremely quiot, with new crop April offusching short-covering and loss buying encouraged by wat washer loncess for letter in the west and a lower-than-expected claiming setumate of 60,809 hocraries for west anding 19th April 1965, reports Coley and Harper. £ per tonne 50.10 | 49.00 53.80 | 53.00 70.50 | 66.60 77.50 | 77.00 95.00 | 93.30

REUTERS Apr. 28 Apr. 12 M th ago Year ago 1870.5 1868.3 1998,4 2007.3

MOODY'S Apr. 22 Apr. 19 M'th ago Year ago

DOW JONES Jones 22 19 ago ago Opot 118.88 115.29 119.57 ~ Fut, 183.25 103.10 193.00 ~

(Sase: December 31 1974 = 100)

GRAINS

Old crop wheat recovered sarly set-books of 20p to relly 60p on less short-covering against limited shipper ceiling but closed about unchanged. New crops were dull, a little streetler on lack of offers, reports Muripeta.

Yesterd'ys + or Yestsrdys + or Following an opening the sasiar lutures remain aggressive trada solling and foli to arrandown before and folio arrandomn the later afternoon, reports Gill and Outrus.

p. por kilo (deadwaight)

June, ___ 108.30 | 103.00 | 108.50-103.90

Aug. ___ 100.90 | 100.10 | 100.80-100.79

Oct ____ 106.70 | 108.60 | 107.20-108.50

Rov ___ 107.20 | 108.00 | 107.20-108.50

Feb ___ 99.30 | 99.00 | ___

"April GAS OIL FUTURES

+0.15 114.50 -0.56

Mar...: 109.60 | 1-0.18 | 109.10 | 1-0.89

Ausinsse done—Wheat May 110.303.0, July 122.00-2.30. Sapt 99.50-8.40,
Nov 102.60 only, Jan and Mar untraded,
Sales: 211 loss of 100 tonnas. Barley:
May 115.00-4.60. Sept 98.75-8.60, Nov
102.30 only, Jan 105.75 only, Mar un1raded. Sales: 258 lots of 100 tonnee.
LONDON GRAINS—Wheat: U.S. Oark
Northern Spring No. 1, 15 per sent:
Opot 154.85, April/May 145.88, June
137.40, July 144.95 transhipmant East
Coast. U.S. No. 2 Soft Red Winter:
May 142. July 132.25, Aug 132-50, Sept
134.25 transhipmant East Coast. EEC
Franch: July 118 all, Ires-out, Seutriwest soast. English feed: May 122.50,
salfar, East Coast. Meize: U.S. No. 3,
Yellow French, transhipment East
Coast. April 101. Barley: English isad,
flob: April 117.00 paid, East Coast. Rest
unoutred.
HSCA — Locatonel ast-farm seet

PIGMEAT

PHYSICALS — The London market prened oteadier, attracted little follow-through enterest throughout the day ond alosed on a quiet and oneer note, reports Lawis and Past. Closing prices (buyers) apor 56.00p (65.25o). The Kusla Lumpur tob orice for RSS No. 1 wes 193.5 (190.75) cents a kg and for 6MR 20 was 182.5 (191.5).

The previous day's gains on the Nymex June position position were erased by noon EST, Weak lutures and a let of smooth North See barrets for May depressed Srant by 10-15c. Guff crudes were stable to weak. In the petroleum products market May ass oil was marginally weaker due to softer heating oil prices in New York, then subtage fuel orices continued to tall due to lack of demand, and have now fellon \$35 in two months—Petro-leum Argus, London. SPOT PRICES

CRUGE OIL-FOB (\$ per barrel)- May

LONDON BAILY PRICE—Rew suger \$88.50 (£77.00). down \$2.50 (down \$1.50) a tonne fer April-Mey-June delivery. White suger \$132.50, down

E per tonne

Aug. 149,0-188,6 162,0-144,0 Osiso 1,248 (1,496) lots of 50 tonnes. Tata and Lyle delivery price for granulated basis sugar was £184,50 (198 00) a tonno lor seport. International Sugar Agreement—(U.S. cants per pound lob end stowed Caribbara gerts). Prices for April 22: Dally price 2.22 (3.29); 15-day average 3.65 (3.59).

LIVERPOOL—Spot and shipment sales amounted to 103 tonnes, bringing the total for the week so far to 153 tonnes, Fair trading developed on Turkish alvies moved off cleadily.

WOOL FUTURES

SMITHFIELD--Pencs per pound, Seef:
Scotch killod sides 74.0-81.0; English
hmdquarterts 96.0-102.0; Lorequarters
48.0-50.0; Ufster forequarters 45.049.0. Vessi: Butch hinds and onds
124.0-127.0. Lamb--English small (naw
cesson) 122.0-128.0, medium (naw
sesson) 120.0-125.0, heavy (naw
sesson) 120.0-125.0; Imported: Naw
Zesland PL (naw sesson) 67.0-88.0,
PX (new sesson) 65.5-86.8; Fat sheep:
English 90.0-100.0. Ports: English under
100 to 47.0-58.5, 100-120 to 50.5-55.0,
120-150 to 40.0-68.0. .Ousrscn5HRDL SHRDL # U U U #

6UGAR—(FFr por lonna): Auri 1260-1265. Qct 1279-1280. Occ 1110-1329, March 1409-1413. May 1451-1459. Auri 1520-1519. COCO—(FFr per 100 kg): May 2158 value, July 2180 but Sept 2134-7135 Bee 2050-2068. March 2095 esked. May 2100 asked. July 2100 asked.

CURRENCIES, MONEY and CAPITAL MARKETS

demand for the U.S. unit developed after a resistance to

inbibit a downturn in interest

STERLING INDEX

9.00 am

10.00 am

11.00 am

April 23 Previou

79.3

FOREIGN EXCHANGES

Dollar up on better sentiment

The dollar improved in cur-rency markets yestorday follow-ing renewed short covering after the weaker trend seen recently. U.S. economic statistics released yesterday included a 23 per cent fall in U.S. durable goods nadors but the dollar showed some resistance to this potentially bearish statistic and this encouraged follow through

411 21 19K

ik outpy

tot is to Great

ming

W

In addition the market was already looking towards U.S. second quarter gross national product figures and expecting a significant improvement. Tosignificant improvement. To-gether with a pick up in the rate of inflation, dealers were sceptical as to how much the Federal Authorities were likely to allow interest rates to fall especially since they still have to provide sufficient incentive to successfully meet their latest funding requirements.

The dollar closed et DM 3.0720 from DM 3.0110 and SwFr 2.5475 compared with SwFr 2.4935. It was also higher against the yen at Y249.65 from Y248.55 and

OTHER CURRENCIES

FFr 9.3650 from FFr 9.1850. On Bank of England figures, the dollar's exchange rate index rose from 143.3 to 144.9.

STERLING — Trading range against the dollar in 1885 is 12340 to 1.0252. March overage 1.1260. Exchange rate index 78.8 compared with 793. after an onen-1.1260. Exchange rate index 78.8 was also weaker against the compared with 793, after an open-ing level of 79.0 and a high of pared with Y317.50.

Sterling was lower against the dollar, falling to \$1.2515-\$1.2525, a fall of 2.55c. However it was \$12572. Exchange rate index

slightly better placed in terms 122.1 compared with 121.5 six EMS EUROPEAN CURRENCY UNIT RATES

from central rate +9.59 -1.04 -0.09 -0.55 +0.38 -1.38 +2.01 44.9008 6.14104 2.24184 5.87456 2.52595 0.72569 1402.49

Changes are for Ecu, therefore positive change denotes week currency, Adjustment calculated by Financial Times

POUND SPOT-FORWARD AGAINST POUND

Close One month

1.700-1.7050 9.54-0.57s pm

1.700-1.7050 9.54-0.57s pm

4.34'-4.35's 22-0.52 pm

13.80-13.81 22-2.52 pm

13.80-13.81 22-2.55 pm

145-235c dis

1.712-215's 21m pm-1 dis

2.453'-2.454's 21m pm-1 dis

2.453'-2.454's 21m pm-1 dis

11.71'-11.72's 27-2.52 pm

1.71'-11.72's pm-2.72's pm

1.71'-11.72's 27-2.52 pm

1.72'-11.72's 27-2.52 pm

DOLLAR SPOT-FORWARD AGAINST DOLLAR

9.6 months
5.03 1.28-1.21pm
4.41 1.15-0.25gm
4.41 1.15-0.25gm
1.68 1.49-1.41pm
-T.23 16-17dis
-1.32 2.27-dis
2.87 2.05-2.00pm
-22.71 550-1350dis
-1.24 205-2.20dis
-4.90 227-2.4dis
-3.12 87-9dis
-3.12 87-9dis
-3.12 87-9dis
-3.12 87-9dis
-3.44 1.85-1.32pm
1.48 87-5-pm
1.48 87-5-pm
1.48 1.52-1.32pm
pril 23 spread Close One month

K† 1.2510-1.2820 1.2515-1.2525 0.54-0.51s pm

slandt 1.0108-1.0400 1.0190-1.0210 0.43-0.33c pm

landde 1.3820-1.3835 1.3575-1.3536 0.17-0.20c dis

ribind, 3.4000-3.4735 3.4720-3.4730 0.44-0.41c pm

sligium 6.70-51.30 91.65-61.75 6-7c dis

sanstri 10.79-71.023, 11.023-11.023, 1-72-ore dis

construction 1697-1713, 11.023-11.023, 1-72-ore dis

sanstri 10.79-71.22, 170-1712, 170-1712

sans 1697-1713, 170-1712, 170-1713, 175-20c dis

sance 8.51-8.572, 8.573-8.573, 37-40re dis

sance 8.51-8.584, 8.947-8.384, 37-40re dis

saria 21.177-21.53 21.48-21.53 3-2-gro pm

discounts apply to the U.S. dollar and not to the

Beiglen rate is for convertible france. Finansi Ukf Irelaed†
Canade Nethind. Belgium
Oensterk
W. Gs.
Portugal
Epein
Italy
Norway
France
Sweden
Japan
Auarria
Ewntz.

CURRENCY MOVEMENTS Bank of Morgan England Guaranty ledex Changa %

Sterling ... | 0.785432 | 0.998677 | Canadian \$ | 9.75 | Austria Sch. | 4½ | 31.2768 | Seligian Fr. | 11 | 10.8706 | Seligian Fr. | 12.503049 | Seligian Fr. | 13.5430049 | Seligian Fr. | 13.543049 | Seligian Fr. CS/SDR ma for April 23: 1.35739

EXCHANGE CROSS RATES

Aoril 35	Pound String	U.S. Dollar	Deutschen k	J'peneseYen	FrenchFranc	Swiss Franc	Dutch Gulid	Italian Lira	Canada Dollar	Bolglan Fran
Pound Sterling U.S. Dollar	3,799	1,252	3,845 3,078	319,3 249,7	11,72 9,365	5.198 2.548	4,350 3,473	2454. 1950.	1,703 1,860	77.25 61.70
Doutschemark Japanese Yan 1,000	0,260 3,203	0.588 4.010	18.31	61_21 1000	3,048 37,63	0.830	1.181 13.98	838,2 7869,	0.445 6.452	20,09 247,4
French Franci 10 Swiss Franci	0.858 0.813	1,068 0,398	3,281 1,204	966.4 ' 07.81	3,871	2.724	3,712 1.363	2094. 768.7 -	1.453 ··· 0.633	65.91 24.20
Dutch Guilder Italian Lilra 1000	0.230 - 0.407	0.288 ~ 0.510	0,884 1,567	71.78	2.5944 4.778	1,301	1,778	564.1 1000,	0,391 0,694	17.76 31.48
Canadian Dollar Belgian Franc 100	0.587 1,394	0.735 1.621	2.258 4.977	188.4	6,884 10.17	1,878 4,135	9,555 0,531	1441. 3177.	2,204	45.37 100,

Apr. 03	Sterling	U.S. Dollar	Canadian Dollar	Outch Guilder	Swiss Franc	D-mark	French Franc	Italian Ura	Belgia:	Fin.	Yon	Danish Krone
ehort-betm 7 day's notice Month Three months 8k months Oss year	134-13% 1318-13% 1218-13 1212-1256 10%-16% 1138-1158	814 614 614-618 618-618 618-618 818-618 918-918	914-914 914-914 914-914 912-914	058-634 058-634 668-634 816-612 612-612 654-678	1.114 1219.1959 6-518 8-3-5-3- 814-5-8 814-6-5	51g-55g 05g-534 5-16-51d 5-16-51d 5-16-51d 5-16-5-16	104-1012 105-1012 105-1012 105-1034 105-1013 107-1118	127g-131g. 111g-191g 125g-131g 131g-135g 135g-141g 135g-141g	1014-1034 019-10 914-954 919-10 019-10 934-1014	958-878 954-10 954-10 954-10 10-104	618-6-14 818-0-14 818-0-14 818-6-14 818-6-14 818-6-14 818-6-14	91g-10 91g-10 955 07g 91g-10 04g-101g 10-101g

Asian \$ (closing rates in Singapore): Short-term 8's-8's per cent; savan days 8's-8's per cent; one month 8's-8's per cent; three month months 8's-8's per cent; one year 9's-9's per cent. Losquerm Eurodollers; two years 10's-10's per cent; three years 10's-11 per cent; tour; five years 11's-11's per cent nominal. Short-term rates are call for U.S. dollers and Japanese yea; others two days' sotice.

MONEY MARKETS

London rates slightly firmer

12 per cent.

Interest rates were a little firmor in dull trading on the London money market yesterday. Trading was described as slightly edgy, due to the weaker trend of sterling against the dollar on the foreign exchanges. Three-month interbank closed at dollar on the foreign exchanges. Three-month interbank closed at 12½-12½ per cent, compared with 12½-12½ per cent, around the present lowest level for clearing bank base rates, as the recovery of the dollar has tended to dispel any hopes of another early cut in base rates. Discount bouses buying rates for three-month bank bills fell to 11½-11½ per cent from 12½-12½ per cent. per cent from 1231-12; per cent.

UK elearing banks base lending rate 12½-12½ per cent since April 19

Tho Bank of England forecast The Bank of England forecast a money market shortage of £750m, and provided total assistance on the day of £717m. An oerly round of bolp was offered, and at that time the authorities bought £230m bills, including £111m nutright, by way of £81m benk bills in band 1 (up to 14 days maturity) at 12½ per cent; £10m bank bills in band 2 (15-33 daye) at 12½ per cent; and £20m bank bills in band 3 (34-63 days)

FT LONDON INTERBANK FIXING

(11,00 a.m. April 23) Three months U.S. dollars offer 8 1/2

Six months U.S. dellars

offar 8 15/16 BId 0 11/19 The fixing rates are the arithmatic meane, rausded to the narmet consisteenth, of the bid and offered rates for \$10m quoted by the market to five relevance banks at 11 sm each working day. The banks are National Vegitremetro Bank, Bask of Tokyo, Doutsche Bank, Bengus Nationals de Police and Morgae Gusranty Trust.

at 12½ per cent. Another fili9m bills wore purchased for resale to the market on May 20 of 12½ per cent. Before hunch further assistance of £200m was given. A total of £38m bills were bought outright, through £15m bank bills in band 1 at 12½ per cent; £19m bank bills in band 2 of 12½ per cent; £10m bank bils in band 3 at 12½ per cent; and £54m bank bills in band 4 (64-91 daye) at 12 per cent.

Another £102m bills were pur-chased for resals to the market on May 20 at 12‡ per cont. In the afternoon bolp of \$247m was given, including £120m out-right, by way of £56m bank bills in band 1 at 12 per cent, and £54m bank bills in band 2 at 12; per cent. A further £127m bills were bought for resalo on May 20 at 12‡ per cent.

repayment of late assistance and o take-up of Treasury bills drained £107m, with the unwind-ing of repurchase agreements obsorbing £264m; Exchequor transactions £440m; and bank balances below target another £35m. These outweighed a fall in the note circulation adding

Bills maturing in official bands,

LONDON MONEY RATES Discount Houses Deposit and Bill Rates 104 194-194 124-124 18-124 114-114-114-114 114-114-114 12.2 11% 11% 11-151 151g-1374 125g-1934 121g-105g 101g-1014 113g-1178 1276-13 1836 1016 1176

MONEY RATES Parts Frankfurt | 169-159 5-51₈ 5.78125 6.21875 164-165₆ | e#<u>5</u># 6%-6H

81₈-81₄ 814-81 814-81 814-818 B46 016

ECGO Fixed Rate Export Pinance IV: Average Rate of Interest period Merch 3 to April 2 (Inclusiva): 13.618 per cent. Local authorities and finance houses seven days notice, others seven days fixed. Finance Houses Base houses association): 14 per cent from April 1, 1985, London and Scottieh Clearing Sask Rates for lending 127-123, per cent (set). London Deposit Rates for sums at seves days notice 6.65-7.25 per cent (set). London Deposit Rates for sums at seves days notice 6.65-7.25 per cent (set). London Deposit (Series 6): Oaposite £100.000 and over held under one month Tax Deposit (Series 6): Oaposite £100.000 and over held under one month 13 per cent one-three months 125 per cent; three-ext months 12 per sent; 13 per cent one-three months 125 per cent; three-ext months 127 per cent; nise-12 months 11½ per cent. Usder £100.000 11 per cent from Agril 22, Oaposite held under Series 5 11½ per cent. The rate for all deposite withdrawn for cash 8 per cest.

Life group to invest in Coventry Cable EQUITY AND LAW LIFE Assurance Society has decided "in principle" to acquire a minority shareholding stake in Coventry Cable from the cable TV company's majority share-holders, Thorn EMI Cable Tele-

The acquisition will involve a purchase of 9 per cent of the 60 per cent shares bold by Thorn EMI Cable Television. shareholding other interests of British Telecom with 25 per cent and Courier Press (Holdings) with 15 per cent equities each will not be affected by the arrangement.

FINANCIAL FUTURES

Dull trading

months ago.

The dollar improved in lete trading in Frankfurt as heavy demand for the U.S. unit obveloped after a resistance to potentially bearish durable goods figures. The dollar closed at DM 3.0350 from DM 2,9870 amid speculation that a rise in U.S. inflation and the authorities' funding requirements would inhibit a department in interest. yestorday, as dollar denominated contracts showed a lacklustre per-formance, despite come encouraging economic statistics, and sterling denomineted contracts lost ground to reaction to the decline of the pound against the dollar on the foreign exchanges. Juno Eurodollars opened unchanged at 91.19, in spite of e bigbor level in Chicago overwight Dealers augmented them in night. Dealers suggested there is a general support level around 91.10, which was the lowest level touched during the day, but the contract also struggles around

91.30, with 91.23 the best levol

79.1 79.2 79.2 78.9 79.0 79.0 79.0 79.2 79.2 79.2 79.3 79.3 79.3 1.00 pm 2.00 pm 3.00 pm 4.00 pm LONDON £ IN NEW YORK April 25 prev. close £ Spot | \$1,2552 1,2562 | \$1,2775 1,2765 | 1 month | 0,54-0,52pm | 0,47-0,45pm | 5 months | 1,27-1,22pm | 1,16-1,15pm | 0 months | 2,65-2,50pm | 2,50-2,30pm | 2,50-2,30pm |

THREE-MONTH EURODOLLAR 91m June 91.15 91.23 91.10 91.18
Sept 90.54 90.62 90.54 90.60
Dec 90.04 90.12 90.54 90.60
March 89.62 89.70 89.62 89.30
June 89.27 89.30 89.25 89.33
Est volume 5,247 (6,783)
Previous day's open int 17,527 (17,827) 20-YEAR 12% NOTIONAL GILT £50,000 32nds of 100% Close High Low Pray
June 197-07 107-18 107-05 107-18
Sept 110-23 — 110-31
Dec 110-25 — 111-01
March 110-14 (2-412)
Previous day's open int 3,165 (3,164)
Basis quote (alean cash price of 132,%
Treasury 2007 less aquivalent price of naar futures contract) —24 to —12
(32nds)

STERLIND #25,000 \$ per £ **CURRENCY RATES** 0.788432 0.580121 0.98677 0.758784 10.10170 31.2768 15.7287 31.1590 48.1102 10.8708 8.04684 35.03049 5.23704 25.43095 9.5323 19.85624 6.82258 1188.65 1431.78 1249.471 183.403 37.7338 6.46653 189.275 125.224 6.62900 (6.5320 2.50918 1.84695 131.611 97.5106 0.966306 0.714837 SWISS FRANCS BWFr 125,000 \$ per SwFr

SMF 6 MOB

0*49C IT

IBM 4A IB

TIME 10.1

BOCU +29

USH+6917

BPZ-700+2

Close High Low
June 0.3956 — — 0
Est volume nil (n6)
Previous day's open int 157 (157) Previous day's open int 157 (157)

JAPANESE YEN Y12.5m \$ per Y100

Close High Low Prav Day 1,2435 1,2860 1,2435 1,2435 1,2860 1,2435 1,2435 1,2860 1,2435 1,

CERT. DEPOSIT (IMAI) 91m poists of 100% DEUTSCHE MARKE DM 125,000 8 per THREE-MONTH EURODOLLAR (IMM) Intest High 91.14 91.21 90.53 90.62 90.03 90.06 89.53 89.66 89.28 89.29 88.39 88.47 88.47 Low Prov March 88.47 88.47 88 O.4039 STERLING (IMM) \$5 per £

Interest rate futures weakened reoched yestorday. The selling on the Lendon International down to 91.10 came just before Financial Futures exchange publication of U.S. consumor prices and durable goods orders for March.

The rise of 0.5 per cent in consumer price inflation was in line with expectations, but the eberp fall of 2.3 per cent in durable goods was a surpriso and led to renewed buying, on continned speculation obout easier Federal Reserve monetary policy in the face of an economic slow-

down.
U.S. Treasury bond futures were dull, with dealers describing the merket as sitting on the fence ahead of today's two-year

U.S. TREASURY BONDS 8% S160,000 32nds of 100% Close High Low Pre 71-27 72-08 71-27 71-2 70-28 71-30 70-28 70-2 olume 1,430 (2.295) ous day's open int 2,950 (2,950) High Low 72-08 71-27

U.E. TREASURY BONDE (CBT) June 71-27 72-02 71-27 72-02 71-27 72-02 71-27 72-02 71-27 72-02 71-27 72-02 71-27 72-02 71-27 72-02 71-27 72-02 71-27 72-02 72-02 67-04 67-08 67-04 67-08 67-04 67-08 67-04 67-08 67-04 67-08 67-04 67-08 67-04 67-08 67-04 67-08 67-04 67-08 67-04 67-08 67-04 67-08 67-04 67-08 67-04 67-08 67-08 67-04 67-08 6

COMPETITIVE COMMERCIAL **DEPOSITS**

£50,000 AND UPWARDS

Forward Trust offers highly competitive terms on commercial deposits. The very nature of industrial asset finance on a national scale demands flexibility, so you can be sure we'll adapt to meet your needs. With a funding portfolio exceeding £1.5 billion, Forward Trust has the capacity

individual deposit. Talk to us before you speak to anyone

to gear rates to the term and size of each

For an up-to-the-minute quotation contact Sydney Jenkins, 01-588 2333 or Malcolm Hook, 021-454 6141 (Ext. 3460).

FORWARD TRUST GROUP

Forward Trust Lumited, Groud Street House, 55 Old Groud Street, London E C2M tOX.

Forward Trust Limited as a Licenced Deposit Taker under the Ranking Act 1979. PREMIUM ACCOUNT

Interest Rate Per Annum Gross Rate *Compounded Annual Rate 12.50% 13.82%

9.34% *The Compounded Annual Rate shown is the Net Rate annualised to take account of the quarterly compounding of interest and grossed up to show what the rate is worth to Basic Rate Taxpayers.

The Royal Bank of Scotland pic Tel: 031-557 0201.

Money Market Cheque Account Jersey 12.4% 13.13% Minimum balance £2500) port and Accounts available BANK OF SCOTLAND Art Galleries

Lazard Brothers Fund Managers (Channel Islands) Ltd. P.O. Box 275, 16 Glategny Esplanade, St. Peter Port, Guernsey, 0481 21367 Offered

Ann. grth. Lazard Curr. Res. Fnd. Lazard Curr, Res. Fnd. USS Lazard Curr, Res. Fnd. Y 8.2 5.5 5.2 4.7 9.9 9.6 Lazard Curr. Res. Fnd. DM 40.56 Lazard Curr. Res. Fnd. SF Lazard Cutt. Res. Fnd. FF Lazard Cutt. Res. Fnd. DKr

CFD 22*36 SXI 3*16E COMPANI APDJ/Quotron **ASSUMIN** BERG EN **ASSOCIA**

> Worldwide, real-time financial information services

OMPLETIO PRISES W 0.000*1D 4C IBM 4B

lB 25.000**∗**90

DEC+116B 3 IBMF-14 23 ICIU+85 40 IBMZ+3

The source you need for business today

APDJ/Quotron brings you high-calibre financial facts and figures from the world's major equity and commodity markets, backed by the Dow Jones 90-Day News Retrieval Service and a cash-market profile.

It's more than a pricing service; it's a fast, flexible system tailored to meet your immediate demand for market data and analysis - now.

For further information, contact Arthur Lake in London on 01-353 6723.

INTERNATIONAL OFFICES

AMSTERDAM (DAFSA) 262688 BRUSSELS (DAFSA) 6470975 **ZURICH 2513666** PARIS (DAFSA) 2332123 FRANKFURT 7560000 TOKYO (KYODO) 5844111 SINGAPORE 2230136 **HONG KONG 213686**



····



مكذا من الأعمل

15 April 24 126

The emergence of the megabroker will be a feature of the 1980s. To compete with those groups that have formed links in the U.S., London brokers will be forced to seek similar mergers or form alliances within their own market.

Realignment set to gather momentum

By John Moore, City Correspondent

ONE OF the most extensive changes in the structure of the international insurance broking community and its business growth has been slug-ness which had been retained gish. Results deteriorated. In for some years in the U.S. community and its business cycle is under way. Not since the late 1970s have the brokers seen expenses as a percentage of With capacity shrinking in the combined operating the realignments are all properties.

vices, the world's second largest broker, announced that it was planning to merge with Reed Stenhouse, the Canadian broker which ranks seventh in the world league.

More recently, Sedgwick writing capacity in the reinsur-Group, Britain's largest indepen. dent broker, announced that it was planning to merge with Fred S. James, the U.S. broker which ranks sixth among the

world's intermediaries. This regrouping of the buyers insurance has been largely influenced by the state of the world's insurance markets. Since the late seventies the world's insurance underwriting cycle has been locked onto a downward course. .

Insurance companies operat-ing in the important U.S. marwhich accounts for about half of the world's total insur-ance premium of around have experienced un-

cycle is under way. Not since the late 1970s have the brokers seen such realignments among the major groups.

At the same time a significant turnround in key areas of the brokers' business, which have been depressed for some time, is now taking place.

In the last few months a combined ratio of about 117 Alexander and Alexander Services.

Now there are signs of big changes. While the overall soft market conditions on the direct insurance side are showing only some signs of hardening there is a major shortage of under-

Poor underwriting experience among those groups which assume the risks that direct insurers do not wish to retain has led many of these groups to cut back on their business volumes and reduce their exposures on certain portfolios, such as liability business.

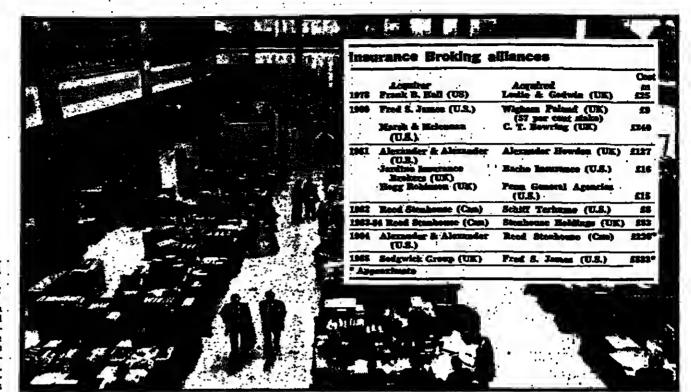
With capacity shrinking in the U.S. particularly in the re-insurance market, a fundamental change took place in the London insurance market in December of last year. Rates on reinsurance business rose sharply.

A number of major brokers saw brokerage accounts in the London market grow at over 20 Rate-cutting on premiums has per cent, according to stock-

the reinsurance market and conditions remaining competiconditions remaining competi-tive in the direct insurance community, the insurance broker has come under pres-sure from several directions. In the U.S., insurance com-panies facing costs pressures while conditions are competi-tive berg here. tive have been re-evaluating their distribution systems. They are questioning whether it is worthwhile dealing with smaller brokers in terms of overall cost.

Already, the number of inde-pendent agents is shrinking. Whereas two years ago there were around 40,000 independent agencies operating in the U.S., that number is thought to be down by up to 20 per cent today. In five to seven years' time U.S. professional associa-tions feel that that number could be down to around 20,000. to become tied agents to major

commissions paid for by the insurance companies with whom they place their business. With brokers have been under premium rates sliding, commissions calculated as a percentage of the premiums, have slid with which have exclusive access to Llord's, had to fight for post-company clients in the inter-



the fall in rates.

To a large extent brokers bave been cushioned by high interest rates which have allowed them to generate substantial revenue on their cash gained from the weakness of sterling since a substantial part of the large broker's revenue is generated in dollars. But now all brokers face other

problems. The contraction in reinsurance capacity, particu-larly on the large "catastrophe" type covers such as liability business, has meant that the brokers have found great diffi-The underwriting cycle has culty in completing their place-already had a considerable imments of contracts for clients. pact...on · brokers' earnings. Those brokers of size, who can Brokers are remunerated by use the weight of their oversil account as placing clout, have insurance companies with whom gained while the smaller they place their business. With brokers have been under

the Lloyd's insurance market have also been under pressure in the past few months. Lloyd's own ability to take on business has been affected by currency movements.

Duriog the last renewal season, when insurance contracts are rated for the coming year, the dollar strengthened against the pound to such an of the Lloyd's market showed a vast expansion. Underwriters found themselves bumping up against their premium income limits and were forced to turn

to complete their placements in a reinsurance market which was shrinking.

The small Lloyd's broker.

tion in the wider insurance reinsurance markets with the bigger groups.

The independent London-based brokers found that their business has been affected by other factors. Lloyd's brokers, who have had exclusive access to the Lloyd's market, have discovered that their competitive edge has been eroded substanthaily over the past seven years. Before 1978, Lloyd's brokers enjoyed rich pickings from the U.S. market. When insurance capacity contracted in the U.S. in the early 1970s, as insurance companies' reserves crumbled

Lloyd's brokers had to look with falling stock market beyond the walls of Lime Street values, large lines of business were laid off in London in reinsurance, The business was channelled through the Lloyd's brokers by the big U.S. brokers who were

national markets. Lloyd's brokers reinsured their business into the Lloyds

market and then in turn reinsured Lloyd's underwriters on the same line of business in the international reinsurance markets. Lloyd's brokers were able to earn commissions many times over on one account, by comparison with their U.S. counterpart who was less likely generate revenues in the same way on his business, largely because of the lack of a fully developed international net-

nections at Lloyd's is better placed than its U.S. counterpart in other ways. Despite the problems surrounding individual broking firms in the last few years Lloyd's maintains it dominant market position in marine insurance business and companies insures around 40

CONTENTS

Page

The Alliances: Trading relationships are trans-

renewal season in a less receptive market 2 U.S. Brokers: A strong profits recovery is

New Technology: The use of computers in the industry is gather-

forecast

UK Life Assurance: Sector shrugs off fears over the ending of tax relief

UK Pensions: New proposals bring a mixed

UK Regulation: The need to reach a quick agreement

Divestment at Lloyd's: Key deals herald a major restructuring Business Developments:

Companies take a severe buffetting

per cent of the world's shipping

The market is strictly con-trolled and rates are held to economic levels through market agreements no matter what competitive pressures are at work. This provides the Londoo broker with a steady bedrock of earnings at a time when other parts of his business may be hit by other market forces.

The U.S. brokers saw that if they were to maximise the revenue possibilities on their accounts they needed to forge strong links with the London market and the Lloyd's brokers In order to gain access to the Lloyd's market. The top six U.S. brokers have strong links with the London market, through their own acquisitions

> CONTINUED ON NEXT PAGE

When Cuthbert Heath couldn't join the Navy he created non-marine insurance at Lloyd's.

Whether the deafness that kept Cuthbert | 1903 to a total premium of £200,000 spread between Heath out of the Navy was the spur to excel in commerce is not important. What matters is that Heath's innovatory genius found its true vocation in insurance.

His influence was far reaching both for Lloyd's and the London insurance market.

A foretaste of what was to come occured in 1885 when he was 26, occasioned by a stroke of good fortune.

HAND-IN-HAND

One of the oldest insurance companies, the Hand-



The Tooley Street Fire in the summer of 1861 led to a growth in the demand for

in-Hand was looking for reinsurance, but being a mutual, was not allowed by law to reinsure with fariff companies. Heath's father, who was a director, thought of Lloyd's and, naturally, Cuthbert. No Lloyd's underwriter had previously written fire insurance to any great extent: the business of Lloyd's was marine risks. The young Heath's pioneer decision to underwrite the business was not popular, but he followed it by introducing a controversial loss of profits cover. This provoked a terse summons to appear before the chairman of the Fire Offices Committee, to be told that he was 'ruining fire insurance'. The companies told Heath that his policies were an open invitation to fraud. Politely brushing the protests aside he continued undeterred, and indeed was preparing his next move.

CHARLES PEACE

The notorious murderer and prolific burglar, Charles Peace, was spawning a host of imitators. A broker renewing his fire insurance at the Heath box asked half jokingly if Heath would also cover against burglary. Considering for only a moment, the famous reply "Why not?" heralded a new era. Following the pattern set by the fire insurance success, the burglary business had expanded by

thirty companies.

EARTHQUAKE

The new frontiers of non-marine insurance presented new problems. Natural disasters were by their nature unpredictable but Heath tackled these problems in his usual practical way. A factual method of assessing rates was essential. The purchase of rare maps and records went to make up the Heath Earthquake Book, a comprehensive rates guide that shaped the course of modern underwriting. It marked the gradual transformation of insurance men into experts in whatever risks they were

AUDIT

The creation of non-marine insurance at Lloyd's was a boon which highlighted the solvency problem of Lloyd's insurers. Prior to 1908 a deposit of £5,000 was the only requirement for an underwriter. As syndicates grew the larger cash flows were a temptation to the optimistic to make questionable investments with premiums. There was no provision for members deposits to cover

Cuthbert Heath's Audit manifesto' which he drew up in 1908 to persuade the Committee of Lloyd's to set up a means of control of individual syndicates.

anything but marine risks. Heath's 1906 pilot scheme of refusing to sign a guarantee policy for a: fellow member unless his accounts had undergone a rigorous audit devised by Heath, went largely unnoticed. A series of underwriter

failures created a general feeling of unease, with the Press becoming increasingly vocal in its criticism, culminating in-'The Times' on 17th July 1908, advocating a semiprivate audit. Heath, who had proved

the workability of his: system, was the man to whom the Lloyd's special committee turned. By the end of December 1908 all syndicates were instructed to return their audit certificates within three months.

GETTING UP STEAM

Among the growing range of non-marine cover that was placed with the syndicate was Lloyd's first American motor policy. Covering a steam car, its importance is even more relevant in that it was Heath's first link with the influential Chicago broking houses. The consequent introduction to high risk reinsurance business brought with it a sense of trust between the American broker and client and the London underwriter that was to form the cornerstone of Heath's extensive North American business.

The Itaipu dam, on the Parana river that forms the border between Paraguay and Brazil, is the largest hydroelectric development in the world. When the 18 turbines finally come on stream in 1988 it will generate 12,600 megawatts of electricity, six times the power of Egypt's Aswan dam.





UNDER FIRE

Zeppelins bombing at Yarmouth and King's Lynn in January 1915 induced a rush of insurance enquiries. Heath, once again ahead of events, had been writing a policy since 1914 that covered damage caused by 'aeroplanes, airships and or other aerial craft'. He soon established leadership in specific insurance against bomb damage.

The full story of Cuthbert Heath is told in a book subtitled 'Maker of the Modern

Lloyd's of London', written by Antony Brown. CE Heath, the company he so brilliantly founded, continues to prosper.



C.E.Heath Public Limited Company

> Cuthbert Heath House 150 Minories, London EC3N 1NR

Trading relationships transformed

The Alliances CHRIS MORRISON

THE PROCESS of major re-alignment in the international broking community continues with two further deals anmounced in the past few months.
On April 2 the lergest broker in Britain, the Sedgwick group, finally found an American partoer and announced e proposed £530m merger with Fred

sions with the Canadam violet Reed Stenhouse had run into some difficulties elthough it still expects to complete a merger which was first signalled

last December.
These two deals are the latest in a line of international broking link-ups that have transformed trading relationships, in particular hetween North America and London, the two targest insurance markets in

The development is only a few years old since until wide network.

While the logic behind these market authorities in London prohibited any foreign hother taking a significant stake in one of its own business producers.

The Americans, who account for around balf the world's supply of non-life insurance premiums, were unable to place prohibited any foreign broker taking a significant stake in one of its own business producers.

The Americans, who account for around balf the world's supply of non-life insurance premiums, were unable to the control of the control

business at Lloyd's, a major world insurance market, unless they agreed to shere some of their commission with a Lloyd's designated British intermediacy.

designated British intermediary.

The restriction eventually went in the lete 1970s when Lloyd's backed down in the face of heavy U.S. pressure and the megabroker deals started with the world's number one, Marsh & McLennan of New York, buying out its former close partner, C. T. Bowring of London.

Formal links involving the

Formal links involving the major American brokers, who had targely outgrown their own domestic markets and were hungry for overseas expansion, S. James.

About the same time Alexander of New York disclosed that its own discussions with the Canadian broker business to provide growth in rely on large amounts of foreign business to provide growth in the London commercial insurance market, have continued ever since.

The trend towards ever larger hroking units has been fuelled in part by the increasingly international nature of the insurance business. Multinational companies rely on global risk management programmes and any serious broking player who wants to service these require-ments needs to create a world-

forker's non-broking assets. Suf-for its long-time American rival, Alexander & Alexander, the purchase of a London broking company, Alexander Howden, proved to be e disaster from which it has still not recovered. Considerante irregularities were discovered et Howden within months of the sale while the underwriting side of this operation must have seemed to

A & A at times like a bottomless plt. Nevertheless, seemingly un-Nevertheless, seemingly undeterred by its unhappy first experience, A&A recently announced enother major combination with Reed Stenhouse which is designed to boost its representation in a number of overseas locations, particularly

overseas locations, particularly Canada and Australia. Although the discussions between the two companies have hit e number of problems recently, there are still said to be hopes on both sides that the deal can be signed in the near future.

In an increasingly competitive hroking climate direct representation in foreign territories ensures e portfolio of business for the parent company. With its former business

paid for Itself after the New Also have concentrated its mind. For the reasonable size broker's non-broking assets. But for its long-time American rival, becoming more uncomfortable.
Although less formal "correspondent" links are common across the Atlantic, the tetest mergers will put more pressure on those brokers without correspondent to the property of the correspondent of the corresponde porate ettachments and there could be further deals as a result.

under which brokers arrange, if necessary, to push their own if necessary, to push their own business through each others' channels, can be very close as in the case of Willis Feher and the privately-owned U.S. broker Johnson & Higgins. But the other links under which some of the medium-sized intermediaries collect business are les formal and more subject to sudden changes of corporate policy.

Further major deals are

Further major deals are always e possibility but the near future could see a period of consolidation as the larger brokers seek to protect their world rankings and fill in those gaps where they feel most at risk from the competition. Bid speculation is likely to linger because e number of the medium-sized London brokers such as C. E. Heath, Hogg Robinson and Stewart Wrightson remain independent.

STILL HOLDING OUT AGAINST THE BIG MERCER BOOM, HARRY?

scala merger. This process could start over again when Sedgwick takes control of Wigham Poland, the London broker subsidiary of Fred S. James. Many of these smaller brokers seek to expand and prosper hy offering more "specialised" services and expertise, which they often suggest are not available or are neglected in much larger organisations. It is perhaps the middle order

with the pack.
Their dilemma was illustrated recently by the new chief executive et Bain Dawes, Mr Simon Arnold, who admitted that increasing a retail organisa-tion overseas was an "expensive husiness." Interviewed in tha rompany's house nawspaper he went on to express the view that the company would be better off striking up trading relation-

A tough renewal season in less receptive market

UK Brokers JOHN MOORE

BRITISH INSURANCE brokers have feced one of the toughest renewal seasons in years. Insurance husiness which brokers bave for the last seven years or so found easy to place has not found such a receptiva

An important pert of the large An important pert of the large British brokers operations is accounted for by reinsurance husiness. Through their Lloyd's connections and their strong international networks the British brokers ensure that the risks of the direct insurance companies are distributed across numerous markets in a way which provides soma stahility in the insurance community worldwide.

Like the direct insurers the reinsurance community has

reinsurance community has also faced intensely competitive conditions which have led them to cut their rates. But in the last two years there has been a change in the husiness cycle. Reinsurance capacity is drying up in the U.S. merket as those groups which heve sustained heavy underwriting Josses are reducing their exposures and portfolios of business.

Liability business

Moreover, there has been e heavy demand for reinsurance neavy demand for reinstrance cover, particularly on lines of liability business. Business flows from the U.S. market have risen sharply, Some insurance analysts reckon that brokerage accounts have grown at over 20

According to Mr John Barton. chief executive of Jardine Insurance Brokers, 1984 "was traumatic to say the least. Rates bave gone up and markets have disappeared. This makes our job more difficult. While a better market place is created there is pressure on the less professional brokers and the smaller brokers who do not have

the placing power."
The Lloyd's brokers have faced a particularly challenging time. Busines volumes going into the Lloyd's market have been expanded by currency movements. Lloyd's transacts around two-thirds of its business. in dollars but is still a sterling based market. The strengthening dollar in in the the earlier part of the year brokers.

meant that husiness volumes jumped sharply of Lloyd's once the U.S. lines of husiness were converted into sterling.: Lloyd's underwriters bumped against their premium income llmits in the market and business had to be turned away. London brokers hed to find other homes for business at a time when capacity was contracting elsewhere.

At the same time the London marine insurance market is under attack from increased competition. Mutual clubs formed with the participation of shipowners, who insure each other on a mutual basis, are making some inroads. Three large U.S. container fleets switched their accounts to the Swedisb Club from the London and U.S. merkets.

Combating

The Institute of London Underwriters, representing more than 100 insurance companies operating in the London market, said earlier this year "we have to find an effective means of combating this development beyond trying to restrict the clubs' reinsurance market, which has met with

There is still plenty of reinsurance capacity for marine risks. The Lloyd's and the companies market's attempts to deter the cluhs' ecceptance of business by collectively raising retes in the reinsurance market on any business offered to it hy the clubs has falled.

With some £1,5bn in marine insurance premiums London insurers carry the risks of about 40 per cent of the world's ficets so the new aggression of the mutual has alarmed the London community. And any loss of husiness could mean that the brokers lose out on the opportunity to arrange reinsurance protections on marine accounts for Lloyd's underwriters.

The other worrs for the UK broker is the often doubtful security of the world's rela-surance markets. The recent troubles of the Insurance Cor-poration of Ireland and its London office sent tremors through the London broking community.

As capacity withdraws the brokers face a stream of bad and doubtful debts which will have to be absorbed on their own accounts. In the coming weeks and months these items are likely to figure prominently

Realignment

CONTINUED FROM PAGE 1

of Lloyd's brokers, shareholding links or a strong mutual trading

understanding.

Against this background, the exclusive eccess to the Lloyd's market of the London-based hrokers is crumbling. Those U.S. groups which have placed their business through Lloyd's hrokers are now switching their accounts to companies which they directly control in the Lloyd's market.

The British broker in turn is seeking to protect his position in other ways. More than ever the British broker is under pressure to ensure that his offices are as close to his major

clients as possible.

Brokers, such as Sedgwick, have realised thet they need to have a major presence in the U.S. market in order to retain their eccounts and prevent their being poached by rivals in more competitive markets. That is why Sedgwick is embarking on

its present merger.
The letest trends in the com-

Richard Page, president and chief executive of Fred S. James. "I believe that our industry is in a state of flux. We are beginning to see a polarisation where the big prokers are setting before and brokers are getting bigger and better, the small brokers are getting smaller, and the in between group is disappear-

As the large brokers grow larger through mergers so the middle range groups ae considering regrouping in order to maintain their position. The emergence of the megabroker will be one of the features of the 1950s, in which groups are development which are handling more premium income than an individual large insurance company. As the large brokers grow

As London brokers become more vulnerable to competition from those groups which have accomplished U.S. link-ups 50 they will be forced to merge in their own market or seek a U.S. link. Those realignments are likely to accelerate in the coming year.

Kead our small print!

Horace, Holman & Co., Ltd. Lloyd's Brokers

Marine & Reinsurance Specialists. U.K. Commerical Insurance.

Holman Wade Ltd.

Minster House, Arthur St., London EC4R 9AB Tel: 01-283 7522 Telex: 8814518

Insurance for Members of Lloyd's.

Innovation and Service Contact: David Elliott

The survey is published to coincide with the MonteCarlo

then copies of the newspaper including the survey are widely discributed This year the Reinsurance survey will be published Monday, 9 September For details of odvertising rates contact:

Brian Kelzart or Nigel Pullman Financial Times 10 Cannon Street, Lo Tel: 01-248 80

Publication date is subject to change at the discretion of the Editor



HE DEPTH OF EXPERTISE AND SKILL TO MEET CLIENTS' NEEDS

In a recent statement the Chairman of Sedgwick Group plc, Mr C. M. Mosselmans, declared:

"There are now real signs of change in the insurance markets in which we operate . . . these provide a challenge which demands our depth of expertise and skill to meet the needs of clients... we face the future with confidence and enthusiasm."

Sedgwick Group



A commanding presence in worldwide insurance and reinsurance broking



A strong recovery forecast

U.S. Brokers WILLIAM HALL

THREE out of the top four U.S. insurance brokers have recently reported hefty losses for 1984 and even Marsh & Mclennan, the industry leader, reported a more than one third profit decline. It therefore, might seem hard to believe that the U.S. broking industry is experiencing a sharp turnaround in its production.

Wall Street, however, is con-winced that in splite of the red-ink, America's insurance brokerage community will ex-perience a substantial profits recovery in 1985. Talk among the U.S. brokerage community bears this cut. bears this out.

Insurance rates heve been rising rapidly, which is very good news for brokers' commissions, and for the first time for a long while there is talk of a growing shortage of insurance industry capacity.

Mr Bob Clements, president of Marsh & Mclennan, says that rates are rising extremely rapidly and while this makes the rapidly and while this makes the financial side of the business look much more bealthy, the big U.S. brokers are finding it increasingly difficult to solve clients risk problems.

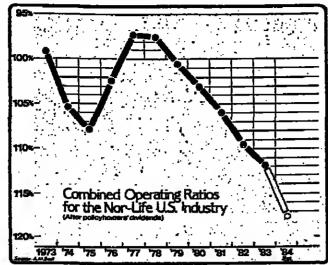
As a rouge rule of thumb for every \$2 of premiums written, the industry needs to have \$1 in surplus. At the end of 1983 industry capacity was \$65,6bn and written premiums totalled \$109.2m. The industry could have written \$131.1bn in premiums, which meant that there was \$22bn of surplus capacity was \$250 of surplus the capacity was \$250 or \$100 o overhanging

This has now turned around and Mr Daniel McNamara, president of the Insurance Services Office, has estimated that there will be a capacity shortfall of \$7bn in the current year, or 5 per cent of the market, and this will rise to \$23bn in 1986

and \$32bn in 1987.

As a result of the heavy losses in the U.S. insurance industry over the last few years, the amount of available capacity has shrunk and this comes at a time when there has never been greater demand from industry for large amounts of insurance protection, says Mr Clements.

men



there is, is proving to be so much more time consuming than before, adds Mr Clements, noting that both he and Mr John Regan, Marsh and Mccleman's chairman, have hed to broke risks into the market.

All of Marsh's senior manage-ment is spending a lot of time working on ways to devise new forms of coverage to satisfy both industry and lite underwriters, and ways of attracting new capacity into the market

Mr Clements does not see any appreciable improvement this year and believes that 1986 will be even worse. Historically, when this sort of turnaround occurs it takes four years before it turns around again.

Mr Peter Denson chief financial officer of Alexander & Alexander, the second biggest brokerage firm, echoes Mr Clements sentiments." We are seeing insurance rate moving up rather dramatically and we time," says Mr Densen, who cites reports of a \$60bn shortage of industry capacity over the next few years.

Alexander & Alexander first began to see the rise in rates in the excess and surplus lines year and it has snowballed since then, says Mr Densen.

This has meant a shift of emphasis for the U.S. brokers. Whereas they had earlier shopped around to get the best and cheapest deal for their clients during the period of excess industry capacity; the ability to complete a clients is now the main objective.

Even unlocking what capacity liability risks and environmental related risks. Against this background, the business is the traditional placing power.

Mr Densen agrees with Mr Clements that it will be a few years before the market turns around. Admittedly, there will be some move towards alternative funding mechanisms, such as captive insurance companies, by clients who are unwilling to pay the rapidly rising insurance premiums being demanded by the underwriters, which will temper .the upward move in rates, he says. But he believes that it will be three years or more before the recovery in the industry's rate structure will have attracted sufficient capital back into the market to

For some of the brokers, the improvement in their returns is long overdue. Alexander and Alexander recently reported a out the one-legged, one-eyed den-\$67.5m loss for the fourth tist from Croydon, with a motor quarter of 1984. The company, policy, for instance. The broker quarter of 1984. The company, which earned \$57.7m in 1981 lost \$25.8m in 1982 and barely broke even in 1983, before turning in a \$49.6m loss for the 12 months of 1984.

Alexander and Alexander has been hit first by its \$300m takeover of Alexander Howden, which turned sour, and more recent by the need to dispose of its underwriting companies.

Mr John Bogardus, Alexander that the withdrawal from under-writing lessens the uncertainty about the company's continuing operations. "The improved operating performance that A and A is experiencing in 1985

Use of computers set to accelerate

New Technology ALASTAIR GUILD

While, in the past, bardware
and software manufacturers home computer, cassette rebave fallen over themselves to corder, program tape and sell systems to insurers and intermediaries, their claims have not always matched results. However, a number of studies will report in the coming months on the most efficient and cost effective way forward for the

Progress has been slow, until recently. There are some 10,000 general provincial brokers, for general provincial brokers, for example, Only about 10 per cent use computerised systems and the figure for life specialists is nearer 5 per cent. The systems used do not generally carry detailed client or policy records but have developed instead out of accounting packages.

However, the high street bro-ker will soon face much stiffer competition. By next year, builda wider range of insurance and the banks are gradually decen-tralising their insurance opera-

"If the high street broker cannot sell several policies to each client, he will be in difficulty," says Mr Douglas Shillito, direc-tor of Insurance Systems Ad-visors and editor/compiler of Insurance Computer Systems

"Micro-based systems can pick could use such personal details to sell other policies, including life insurance," he states. Other micro-computer pro-

grams will enable the broker to diversify his product range still further, to include port-follo management, for example, Software recently launched by Ram Microconsultants will download information from Prestel to enable the broker to administer and advise a larger number of individual investors in unit linked funds. With the ald of a computer, switching of funds can be done on a daily basis if

Some insurance companies are only into a computer system, equipping their own branches manipulated and disseminated This is proving to be pargives management added conficult in certain dence for strengthened bottom areas such as professional line results in the months functions, sometimes passing relability insurance, third party ahead," he states.

equipping their own branches manipulated and disseminated viging standards for communication, on a to each insurer.

works now in the minimum of user tion and documentation, on a to each insurer.

works now in the minimum of user tion and documentation, on a to each insurer.

works now in the minimum of user tion and documentation, on a to each insurer.

Already, aome insurance Association (BIA) network to be used for down to derive the liability insurance, third party ahead," he states.

issue of acceptance and policies. ternal "networks," CommerIncreasingly, life insurance companies are also providing their
sales force with portable comto its mainframe for discovering their to the mainframe for discovering t puters as a sales aid.

COMPUTERISATION in the in- such as Canade Life, Sun Life surance industry is set to gather of Canada and Legal and

manual are provided in an executive briefcase which the in-surance representative can take The PBS system uses graphics, projected on the client's TV

set to create an overall financial picture and provide both savings and investment plans. Rates for particular life policies or pension plans are built in to the computer's database so that instant quotes can be given. Selwell Computers has developed software to run on a Sharp micro computer. Cur-rently used by over 30 brokers

renty used by over 30 brokers and direct sales forces, it does not provide the sophisticated graphics available on the Sinclair Spectrum but is less bulky. Unlike the PBS system, individual insurance company rates are not built into the programs because, says the comgrams because, says the com-pany, they use up so much space in the database, space which can otherwise be used to provide additional programs.

Such portable systems offer an increasingly important sales tool to the travelling insurance salesman. But much of the key to greater efficiency within the insurance industry will lie in the way that brokers and other intermediaries link their office based micro computers with insurance companies' mainframes.

At present, explains Mr Shillito, there is a lot of dupli-cation between brokers and insurers. A broker with his own quolation fecility on a micro or the facility to tap into a network will be able to get a quotation far more quickly and without having to rely on the insurance company's branch inspector.
The inspector will now become much more of a marketing man; helping the broker to tar-get insurance products. Increasingly data will be input once

the status of new policies cur-rently being processed and in-A package, developed by Portable Business Systems is used by a number of life companies, a number of life companies, a number of life companies, a number of life companies. fully electronic processing of

the entire life and pension transaction," says Mr Andrew Welling, marketing services manager, Commercial Union. The client comes to the brokers office, reviews with him, on screen, bis current financial position. If he is an ex-isting CU client, the broker calls up details of his policies direct from the mainframe. If he is a new client, the broker

Once a course of action is egreed the broker calls up the mainframe for a quotatinn. If that is satisfactory, a proposal, on the computer and in paper form can be completed there and then, transmitted and accepted electronically. The CUDOS system runs on the IRM PC

IBM PC.
Bradford Pennine (SP) in the motor trade is the first company to help intermediaries set up their own client and policy records on micros, interlinked with a quotation system. It has been running at eight sites and two significant pitot schemes are close to conclusion, includ-ing one with the largest privately owned broking chain

in the country.

BP has installed an autodialler at its Halifax offices, with communications software to contact each intermediaries and extract relevant BP data. After discussions with a number of private motor insurers, standerdised proposal forms, policy schedules, motor certificates and endorsements have been designed. These standards will emerge publically later this

of documentation is unlikely to succeed, at least in the short to standardise 15 forms in the U.S. That is the size of the

bas already held discussions ing range of hin with polential suppliers such as mation dalabases. IBM and British Telecom. They started pilot schemes early this year. The BT scheme (Mediat) panies and nearly 100 intermediaries.

similar number of companies and intermediaries. Some comand intermediaries. Some com-panies are participating in hoth. Pating in both pilots. Assuming these pilots are suc-cessful, it is likely that there will be at least two insurance networks available later in 1985. The BIA and the Life Offices Association, which merge in June to form the Association of British Insurers, hope to be able

presents various alternative strategies, each with detailed costs and implications. to advise member companies before the end of the BT and IBM pilot schemes on "the best way forward."

Collaborative

Last month ICL joined the fray with two collaborative ventures also aimed at providing a national network service. The ICL network will use Open Systems Interconnect Standards so that the broker can use any microcomputer system to send routine information like policy applications or claims to the appropriate insurers.

The main difference between networks is that ICL will provide more than just a network," says Mr Shillito. "It will integrate network services with nroker software. Increasingly epplication software pockages will play a major part at both will play a major part at 300m ends of the network and also in the centre. Manipulation and daja transmission costs will integration of dala in the financial services sector with existing systems will become more important."

Trivially the services offered increasingly be indeed by interestingly be indeed by interestingly by indeed by interestingly and
term, according to Mr Shillito.

"Insurance companies will want to keep their uniqueness. Not every insurer will want the same proposal form presented to a client. It took 13 years claims and mid-term adjustments to policies.

Brokers will be able to enter

roblem." information in a standard
A number of pilot studies are format, leaving the intelligence currently testing ways of pro-of the network to re-format the viding standards for communica-data into the layout acceptable

raluation of portfolios as well

Mr John Perceval, managing director, Save and Prosper Financial Services, betieves that IBM and BT will provide the eventual industry network. Save and Prosper, which last The IBM pilot includes a Year published a blueprint for imilar number of companies a Financial Information Net-

By the time of the fullscale national launch, sufficient protocol converters will bave been installed to eliminate, or at least considerably reduce, the problem of machine incompatibility. Most makes of micro-computer with suitable com-munications software will be able in communicate with any participating life office's main

He expects that a connecting bridge between the twn networks will make it immaterial which network the user chooses. There would also be gateways into viewdata services offered by BT and 1BM.

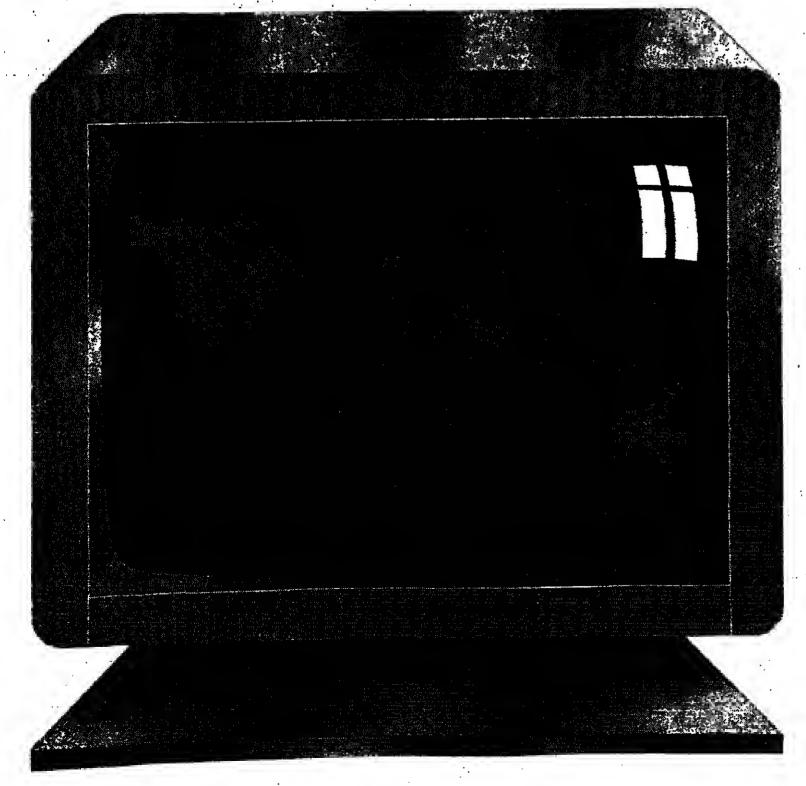
The network would be run The network would be run by an interface company. This company would be nwned by the life infaces, emaposite insurance companies and unit trust groups, and negotiate hulk discours with network providers, set message standards, provide customer support and training and evaluate software. provide customer support and training and evaluate software. It could also standardise sign-on procedures to enable quicker switching between different

information providers.
"The costs of joining the network nn a dial-up basis will

Initially, the services offered by ICL will allow high street brokers to obtain up-to-date rates and quotations for motor, general and life policies. Using electronic mall facilities, brokers and underwriters will services. so easily a purfect market could develop in which the top com-pany would get all the business, and everyone clse would be ignored.

"In reality this seems nn-likely. Product choice is rarely a simple matter of rates alone, and anyway comparisons are quite easily made already. The industry has little to fear from networks and a lot to gain from them. The need to plan for net-works now is vital for any com-pany or intermediary wanting

Aworld of information. A wealth of experience.



In an increasingly complex international climate one company has the combination of talents to meet the challenge - Bowning.

As part of the world's leading insurance and reinsurance broking organisation Bowning can provide creative answers to the maze of problems facing businesses and professions of every size, throughout the world.

Bowning possess the skills and judgment to provide advice and develop solutions for the most complex risks created by our modern environment.

Bowning is proud to be part of the first truly global insurance and reinsurance broking organisation.

Bowring

Local knowledge - global resources.

C. T. Bowring & Co. Ltd. The Bowring Building, Tower Place, London EC3P 3BE Tel: 01-283 3100 Telex: 882191

REINSURANCE WORLDWIDE



Greig Fester Ltd., 43-46 King William Street, London EC4R 9AD Telephone: 01-623 3177 Telex: 883206

GREIG FESTER

A WORLD OF STABILITY

A.I.U.

American International Underwriters (UK) Limited

Representing The New Hampshire Insurance Company

Looking for a stable home for an unstable product is

now a major problem for any broker. Because we believe in long term sound professional underwriting we can

provide that home.

As one of the world's largest and most stable organisations

we have the capacity, expertise and financial security your client needs and deserves.

You can have confidence in AIU - our strength is your

best policy.

Underwriting Dept: 120 Fenchurch Street, London EC3M 5BP, Tel. No: 01-626-7366 AlU (UK) Limited and The New Hampshire Insurance Company are Member Companie American International Group

Sector shrugs off fears over tax relief

UK Life Assurance ERIC SHORT

JUST OVER a year ago, Mr Nigel Lawson, the Chancellor of the Exchequer, shocked the life assurance world hy suddenly bringing to an end tax rellef on all new life contracts—a relief that had been granted for more than a century.

At that time, many commen-tators within and outside the industry expressed fears over the long-term effect of this body blow to the UK life assurance industry. It was considered a strong possibility that many sources of business would con-

at least these fears have been largely groundless. The UK life assurance industry has proved to be remarkably resilient in adapting itself to a new

(LAPR).

First, there has been s switch rist, there has been a switch of marketing effort by both intermediaries and companies from life to pension products. Sales of self-employed pension contracts soared last year, with new annual premiums rising over 60 per cent and single premiums 40 per cent.

premiums 40 per cent.
These sales were boosted by
fears that pensions were next on
Nigel Lawson's hit list for tax tract, or eveo dry up. reform, fears that proved Twelve months later, it is groundless when be presented apparent that, in the sbort term this year's Budget.

economic recovery

Life companies themselves The new business figures for 1984, issued by the three life associations, showed that life companies operating in the UK are thriving, despite the loss of Life Assurance Premium Relief (LAPR). necessary impetus to send com-panies back to the drawing board and redesign their whole range of life and pension pro-

> The second feature shown by last year's new husinses figures was that life sales held no remsrkably well in many sectors despite the loss of LAPR.
> At one end of the spectrum, industrial life business, contracts with premiums paid weekly or four weekly and collected by agents at the homes dependent intermediaries bave switched from life to pension sales.
>
> The sector hardest hit by the loss of LAPR appears to have heen traditional ordinary life business, which showed a drop

just 2 per cent. Again much of this business is sold directly by agents to policyholders and has been boosted by yet more tradi-tional life companies moving into the linked sector.

Although no figures are available, the impression from the industry is that agents of life companies and direct salesmen have maintained their sales of life contracts, while registered insurance brokers and other in-dependent intermediaries bave

LAPR, this represents an underlying sales growth of around 10 per cent.

A sales with the introduction of MIRAS — the new method of around 10 — the new method 10 — th

per cent.

At the other end of the spectrum, linked life sales fell by inst 2 ner cent.

A sales fell by inst 2 ner cent. The ending of LAPR has provided an opportunity for life companies to redesign their products. The designers are finding that there is no longer any need to stick to the previous somewhat rigid rules needed to ensure qualification for the tax

> Regular premium life policies still provide tax free benefits if held for at least 10 years be-fore cash-in, provided the qualification rules are observed. But failure to observe the rules only results in a higher-rate tax llshility. So life companies are now beginning to design two versions of their contracts—one qualifying for higher rate tax-payers and the other noo-qualifying for hasic rate tax-payers. The latter offers more flexibility over payment of pre-mlum and cash-in of benefits.

lic with a whole range of finao-cial services—banking, saviogs, mortgages, pensions and insur-ance—under one organisation has been an accepted practice in the U.S. for some time. Here the various financial in-stitutions are still considerine

whether to enter this new field and if so which way to do it.

Two different approaches are highlighted by the actions taken by Britain's two largest linked life companies. Hambro Life to he renamed Allied Dunbar under Mark Weinberg has designed its financial services independent intermediary is very much in question at the momeot with competition from societies on one side and unfavourable treatment in the Covernment's plans for iovestor protection on the other.

Many life companies also reported a revival in executive pension sales, reflecting the marketing effort and the LAPR, this represents an under-

agency force.

Ahbey Life under Michael
Hepher has adopted the view
that life companies should
"stlck to their knitting" and "stick to their knitting" and provide a service through links with other institutions. It has linked up with Nationwide Building Society, Britain's third largest, in providing ladex-linked self-employed pension contracts.

contracts. The whole pattern of marketing of life and pension products has undergone changes over the past few years and even more changes are likely over the next

few years.
The most dramatic change has been the emergence of building societies as a major seller of personal Insurances—life ond

Building societies are now a main supplier of traditional life business through promoting the payers. The latter offers more flexibility over payment of premium and cash-in of benefits.

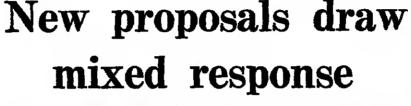
London and Manchester Group has recently launched a new whole life contract in two versions. No doubt others are on the market or will sbortly follow.

Life companies in the UK are very much in the centre of the heralded financial services revolution, the first rumblings of which are now heling heard. The objective of providing the public with a whole range of finao-

part of

envisage societies offering a full insurance intermediary service. This dominance is being reflected in the demands by societies for top level com-mission payments under the ROLAC — Registry of Life Assurance Commissions — pro-

Indeed, the future of the



UK Pensions

LIFE companies, together with the rest of the pensions industry, heaved a massive sigh of relief when the Chancellor of the Exchequer, Mr Nigel Lawson, revealed the contents of this year's Bndget on March 13.

For months prior to the

For months prior to the Budget, the pensions industry had waited in fear that Mr Lawson was going to change the tax structure of pension schemes this year.

In the event, not only did he state that he had no plans to change the tax structure of peo-sion schemes, corporate and individual, be also indicated that there would be no changes during the lifetime of the pre-sent Parliament, since he said that if any tax changes were contemplated, then there would first be a Green Paper on the subject, with opposiumity for

Now the pensions industry can devote its attention to the other changes being made or proposed to the structure of pension provision in the UK.

By far the most important of the changes is the Government's radical proposal to introduce a system of personal pensions to operate alongside company pension schemes and the State earnings-related scheme

Under these proposals, em-ployees would be able to opt-out of their employers' pension scheme and/or Serps and make their own personal pension

The opportunities offered to life companies are all too apparent. They already have the monopoly of marketing selfemployed pensions, which are akin to the proposed personal pensions. But whereas self-employed pensions have a potenmarket of around 11m individuals, personal pensions would have a potential market of over 20m.

Therefore, it is something of a surprise to find that the reac-tion of life companies to the proposals has been mixed. The newer unit-linked life companies have welcomed the

proposals with open arms. Save and Prosper Group has been among the leading advocates of personal pensions. Some of the established traditional life companies have expressed their doubts on the effect of the proposals on the

with inadequate pensions.

The Prudential spent £400,000

The fears of the pension establishment fall joto two main

of providing pensions under the scheme. Like self-employed pensions, personal pensions would operate on a money purchase basis, with the cootribu-tions invested and the value of the accumulated fund at retire-ment used to buy a pension. The amount of the pension will depend on the level of con-

tributions made by the individual and the investment performance of the institution. Experience with self-employed pensions shows that

on average the self-employed dispay too little, too late and that c there is a wide variation in the returns from life companies. This contrasts with company

schemes and Serps where the ject of per pension paid relates to an employee's earnings. The pension from a personal pension before it concludes to the proposals, with some doing well and others.

• The second fear of the pen-sions establishmeot related to the way io which personal pen-sions will be sold. Warnings have been made of hordes of life salesmen let loose on naive employees promising them telephone number sized funds if only those employees invest with their life company.

The personal pensions docu-neot, published last July, meot. though scarce on many details, did show that the Government was aware of the dangers. emphasised the necessity of employees being given enough information so they could com-pare personal pensions with henefits under a company

The document also mentioned the need to protect the consumer, though it did not spell out bow this was to be done.

The document did however ask for information on which financial institutions should be allowed to market and offer perlife company's monopoly being institutions being allowed to

overall pension provision in the UK.

They have seen dangers that employees, doing their own thing could find themselves at retirement, several years hence, with inadequate pensions.

The evidence from the Life Offices Association (LOA) and themselves at Offices (ASLO) concentrated on this latter feature and strongly defended the continuance of

the monopoly of life companies. Their defeoce centred around the iovestor protection aspect, though it concentrated more on the supervision by the Department of Trade and Industry over life companies to ensure they do not go insolvent, rather than over the fears of high pres-sure, misleading sales.

The evidence also set out in some detail how information could be provided so that employees could make thei: choice, though it stopped short of explaining how this would be

put into practice under current sales organisations Only a passing reference was made to the talks now taking place to get a system of licens-ing life salesmen and to the Government's other moves towards investor protection. It was left to the National Association of Pension Funds in

its evidence to list a set of controls on salesmen, including disclosure of commission re

The Government's White only briefly mentions the sub ject of personal pensions, stat-ing that the proposed scheme has to be spelt out in detail before it can make any definite

The write Paper setting out Review of Pensions and Social Security undertaken by Mr Fowler and his team is-expected sbortly, which will show among other thiogs whether Serps is to continue in its present form, he modified or disappear

The White Paper has to set out a detailed description of how the personal pension scheme would work in practice, if Mr Fowler is to keep to the timetable set by the Government for legislation to implement the changes being brought in the 1985-86 session of Parliament.





Hanover Investments

is seeking to acquire for public company shares or cash, General & Life Insuraoce Broking companies with profits in excess of £100,000 p.a. where management is willing to remain on an incentive related hasis. Please contact: S. A. Parnes, 21 Mancbester Square, London W1A 2DD Tel: 01-486 1252



Alexander Howden **Group Limited**

is moving to Devonshire Square, **Cutlers Gardens** during April and May

Alexander Howden Reinsurance Brokers Ltd. Halford Shead & Co. Ltd.

8 Devonshire Square, London EC2M 4PL Telephone: 01-623 5500

Alexander Howden Ltd. 10 Devonshire Square, London EC2M 4QR

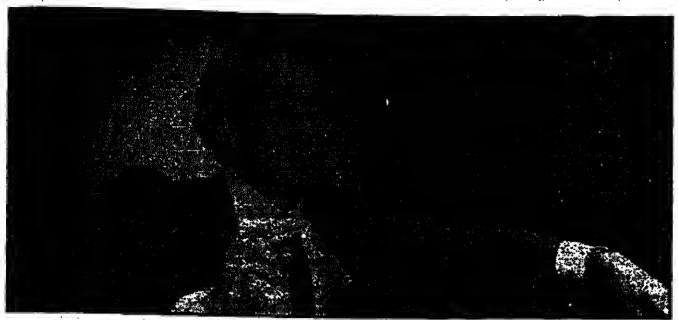
Telephone: 01-283 3456

Telegrams: Howden London EC2 Telex: 882171 Howden G Facsimile No: 01-621 1511





Insurance and Insurance Broking 5



A need for quick agreement

UK Regulation

WE'VE HAD longrunning "WE'VE HAD songrunning arguments over many years, and very often a majority have felt a particular way and a minority have said 'no,' and then the majority have said we'll, if the minority won't do it, we won't do it either.' Suddenly, do it either.' Suddenly we've got something to concen-

trate the mind."
So says Mr Mark Weinberg, entrepreneur turned regulator. He built up Hambro Life from scratch to become a major force in the life assurance industry. and now he has just been appointed chairman of the Marketing of Investments Board Organising Committee

The "something" referred to is, of course, the impending legislation on investor protection. Mr Norman Tebbit, Secrenon. Mr Norman Yeoor, secretary of State at the Department of Trade and Industry, made clear, when introducing his White Paper in Jamiary on the regulation of the financial services industry, that he would prefer a system of self-regulation under which practices and the major region of the practices of the prac titioners played the major role in regulating their own activi-ties. The practitioners will have to satisfy him that they

can do the job properly.

Mr Tebbit has paid the life assurance industry the some proposing a separate agency to regulate it, along with the unit trust movement. That will be the Marketing of Investments Board, of which Mr Weinhard's Elsewhere, some unit bust Board, of which Mr Weinberg's groups also complain that they MIBOC is the forerunner. All are under-represented, and the-MIBOC is the forerunner, All are under-represented, and the other investment markets will building societies (which are

It is true that there is a vigorous debate over whether the two bodies should be separate. At the very least, it is likely that the MIB in its final form will have a large degree of autonomy within the SIE, even if it is not completely

will not be automatic.

Initially, the MIB will have to convince the Secretary of State that it fulfile certain laid down criteria. The first of these, as set out in the White Paper, is that "the body's proposed rules and practices relating to the authorization of investment. businesses are fair and reasonable."

If the criteria are not met, the Secretary of State would have to regulate the relevant investment sectors himself through his department. Indeed, the DTI already regulates the solvency of insurance companies, and this will continue

under the new framework.

Mr Weinberg describes his task as being to develop a regulatory structure so that the regulatory structure so that the MIBOC can go along to the Secretary of State in, he bopes, nine mouths' or a year's time, and present an acceptable set of rules which can be shown to have the broad support of enough companies within the pooled investments industry.

Arguments

Plainly, there are going to be a lot of fierce arguments within the sector before an acceptable

Weinberg, and the members of his board, sparked off fierce criticism from independent intermediaries and life offices such as Scottish Equitable and UK Provident which market

mortgages) were deeply upset at being wholly excluded from the MIBOC in spite of being originally asked to nominate a board member.
The MIBOC will have to take

on board at least two major existing debates within the life One is the argument over the rights and wrongs of controlling commission levels, and the other is the controversy over the

there has been vigorous argu-ment about commissions. Although the worst fears of a disorderly "bidding up" of commissions have not been realised, there remains anxiety that the Government will step into the commissions vacuum.

In fact, quite e few in the industry would be far from distressed if the Government were to impose direct controls, but Mr Tebbit's White Paper made it clear that this would conflict with the desire to encourage competition.

The Government's preferred alternative is full disclosure of commissions, at least of those received by independent intermediaries. The idea is that investors would then be able to tell whether their advisers were being swayed by the higher com-missions paid by particular com-panies — including overrides and other incentives receivable on high volumes of business.

Independent brokers are epprehensive at being required ally when the Government is not suggesting (at least at present) that tied agents should have to disclose their own remuneration. It is generally accepted that potential buyers of policies would be repelled if they realised just how high are the commissions on many types

ance companies are backing a not know anything about en-commissions "club" called the downent mortgages or pension Register of Life Assurance Commissions or ROLAC. The pro-posal is that ROLAC members work will require changes in would only have to refer to this area. Already, insurance standardised commission scales, brokers need to become licensed

the unit-linked sector, are refusing to fall in line.

There is certain to be a battle ahead before the competitive in jealousies can be resolved. Quite apart from the arguments over ROLAC, there is the underlying tension between a tied agents and independent intermediaries to be resolved. Many of the latter fear that they will get e raw deal if the policies set out in the White Paper are translated into law.

Mr John McKirdy, managing in director of Noble Lowndes enced practitioners are processing the level much two low.

It is now up to Mr Weinberg and his board members to sort out such disputes, with diplomacy backed up by the threat of rough-and-ready direct intervention by the Government if the industry fails to get its act together.

"We've got a very strong incentive now to come to agreement on reasonable rules," Mr Weinberg says. independent.

The concentration of the mind referred to by Mr Weinberg will arise because the secretary of State, as an appropriate self-regulatory agency to the mind referred to by Mr Weinberg will arise because the licensing of life insurance of the MiB, by the Secretary of State, as an appropriate self-regulatory agency to the self

expresses a widely-held view when he says of the White Paper: "We have got to try to evoid it becoming e ned agents'

This conflict between dif-

ferent categories of insurance salesmen has spilled over into the debate on licensing of intermediaries. A consultative group under the chairmanship of Mr Norman Graham of General Accident Life has been discussing the subject for some months. A major split became public a few weeks ago when Mr Brian Coote, president of the Society of Pension Consultants, announced that he would be making a direct approach to Mr Weinberg to protest at the direction in which the consultative group is head-

Requirements

The present legal position is that under 1977 legislation an intermediary can only use the Brokers Registration Council (IBRC), and complies with the requirements of that body.

In practice anybody car such as agent, consultant or salesman. In any case registration with the IBRC is more of an indication of honesty than of competence. An expert at motor insurance need

standardised commission scales.

brokers need to become licensed dealers in securities if they commissions in money terms.

A number of important debate about the level of comomer investment markets will building societies (which are a number of important debate about the level of com-the regulated by another body, major marketers of endowment life companies, notably some of petence required to sell life the fastest growing operators in policies—and the more experite unit-linked sector, are refusing to fall in line.

Adopt the right policy



We put you first

The objects of the Insurance Brokers Registration Act are to raise the standards of insurance broking and to protect the interests of the consumer.

Under penalty of a £1,000 fine, nobody may call himself or imply that he is an insurance broker unless he is registered by the Insurance Brokers Registration Council

To be registered an individual must show a balance of qualifications and

experience and evidence of character and suitability.

In order to trade as an insurance broker he and his firm must then: comply with a Code of Conduct * have a professional indemnity policy support a compensation fund

* be solvent and keep accounts in a

prescribed form. The Code of Conduct is designed to ensure the impartiality and integrity of

insurance brokers and lays down that the interests of the client come first



alls on why you should use on insurance broker write to

Strategy Consulting Insurance

consultants for its London office professionals of outstanding ability with expertise in the

insurance industry. The people we seek will be 27-32 years old, with excellent academic qualifications and a record of achievement and advancement in a blue chip company. They could well be working within the insurance industry in broking or underwriting, in information systems or in a commercial or actuarial function. They could equally be working for organisations servicing the insurance industry such as accounting

firms, stockbrokers, or systems houses. McKinsey is the pre-eminent management consulting firm in the UK and throughout the world. We specialise in advising the top managements of leading companies on important strategic, organisational and operational issues. Our aim is to work closely with our clients to help them make and sustain significant improvements in performance. The firm continues to expand in all areas of operation.

A career in the highly stimulating, professional environment of McKinsey offers

McKinsey & Company wishes to recruit as exceptional opportunities for ambitious and dynamic individuals to:

> Address a wide variety of major strategic issues in leading companies.

 Work with top management within client organisations.

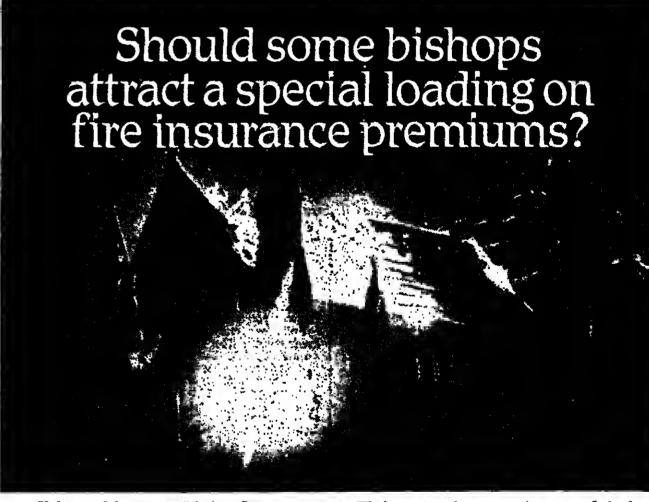
Develop their professional and general management skills in an international context.

Broaden their experience of the insurance industry and related financial services

To reflect the calibre of the people we, require, the compensation package and career development prospects offered will be exceptional.

If you are interested in the challenge of top management strategy consulting and consider that you have the necessary qualifications, please send a complete curriculum vitae in the

first instance to Nick Baker FCA, 2nd Floor, 31 Southampton Row, London WC1B 5HY, quoting ref. 235 or phone 01-405 9947. We will of course ensure strict confidentiality. McKinsey & Company



Under normal circumstances, lightning strikes are a phenomenon the insurance industry understands well. Indeed, the proverbial "bolt from the blue" is something the industry has been insuring against for a long time - whether

we're talking about a jumbo jet, a racing yacht or your favourite old oak tree which overlooks your neighbour's conservatory.

Under normal circumstances, information is the insurance industry's most important tool in the challenging task of making financial decisions about probability.

Which is where World Insurance Report comes in.

WIR, published fortnightly, covers the world of non-life insurance and reinsurance with depth and accuracy. But you'd expect that. It's published by The Financial Times group and draws on a worldwide information network.

As market leader, WIR is designed to be a working tool for the industry. Not only does it report on events, it makes the essential connections between events and their ultimate impact

Many executives find that WIR doubles as a management genda - identifying tomorrow's opportunities and problems for

INSURANCE

Whether you are an insurance or reinsurance professional, a Name, a consultant or a major customer, we believe you can't afford to be without the insurance industry's leading source of the

So sure, in fact, that we can offer you two totally risk free

(1) Phone, write or fill in the coupon for a free copy of the current issue; or

(2) Subscribe, using the coupon below. We guarantee that if at any time and for any reason you decide to cancel your subscription, we will refund the unexpired portion. As to the question of fire insurance premiums on certain clerics, even our sources aren't that good. We still haven't figured

out a way to incorporate Ezekiel XXII 21 into an actuarial table . . . ☐ Yes, I wish to subscribe to World Insurance Report, at an annual cost of £315 (UK & Eire) or £350 (airspeeded overseas).

□ Payment enclosed please make cheques payable to "FT"

Business Information (WIR)" ☐ Please invoice me ☐ Please send me a free copy of World Insurance Report. Please return to Deborah Burtenshaw, Marketing Department FTBI, Tower House, Southampton Street, London WC2E 7HA. Telephone:01-240 9391.

Nature of Business_ Organisation .

Key deals herald major restructure

Divestment at Lloyd's

JOHN MOORE

IN THE PAST year the first significant "divestment" deals have been done in the Lloyd's have been done in the Layus insurance market. Between now and July 22, 1987 all Lloyd's insurance brokers will have had to divest themselves of their interests in underwriting managing agencies within the Lloyd'a insurance market. The divestment requirements were ordered by Parliament

after evidence was heard before a parliamentary committee, during the passage of the Lloyd's legislation for improving self-

regulation in the market, that actual abuses arose in the

and managing agency com-panies which they owned. Something bke 114 agency companies at Lloyd's, managing 308 insurance syndicates, 71 per cent of the total market, are affected by the divestment pro-posals and the changes mean major restructuring of the Lloyd's community.

Among the key deals to take place so far are:

place so far are:

Sturge Holdings, the independent Lloyd'a underwriting agent, has acquired Edwarda and Payne (Underwriting Agencies) an underwriting agency which forms part of Sedgwick Group.

Merrett Holdings, another darge independent underwriting agent, bas acquired the Pulbrook underwriting agency from Stewart Wrightson, the insurance broker.

Cater Allen, the discount house, bought Three Quays Underwriting Management from Sedgwick Group. The divestment programme

has provoked intense con-troversy within the Lloyd's martroversy within the Lloyd's market. On the trends indicated so far, the agencies are being disposed to independent agencies within the Lloyd's market or other entities inside Lloyd's. Sturge Holdings and Merrett Holdings have consolidated their positions as the largeat independent underwriting agency groups at Lloyd's through their acquisitions.

Already, there are fears at Lloyd's that the market could be dominated in the future by insurance broker.

Mr Murray Lawrence, who headed the underwriting bulk of the underwriting capa-

> Lloyd's is sensitive that the interests of outside shareholders in an agency structure may not be identical to those of the membership and this situation may produce conflicts, particu-

Through their deals, the Bowring Lloyd's interests, now run by a partnership beaded hy Mr Murray Lawrence, and the Sturge and Merrett operations collectively have access to the capacity of more than 4,000 underwriting members out of a total of 26,050. There are a number of impli-

Lioyd's own divestment recommendations and guide-lines for the market have con-tributed to the potential con-centration of underwriting

Lloyd's has insisted that the agencies must remain firmly within the jurisdiction of the market and to this end all directors of an agency company must be members of Lloyd's and two-thirds of any agency work in the market.

This approach is also designed to establish a common terest between those who look ter an agency's affairs and the embers whose affairs they look sharing arrangements between after an agency's affairs and the

There are a number of ways in which income is earned and then apportioned between the apportioned between the apportioned between the members and managing agencies. For example, a flat fee created in an agency's structure of Lloyd's premium.

interests of C. T. Bowring, city within the Lloyd's com-bought out the agency interests munity.

Through their deals. the and there is no limitation placed charged and then spllt 60 per cent to the managing agency and 40 per cent to the members

cations for the brokers in the current trends. The brokers are current trends. The brokers are retaining their tlaks with members' agencies, through which they introduce members to tha Lloyd's market, and roughly 80 per cent of the members of Lloyd's are introduced to the market in this way. The retention of members' agencies by the brokers will give them a large amount of clont in the market.

Moreover, the brokers are actively considering shifting the balance of revenues between members' agencies and managing agencies. Mr Peter Miller, Lloyd's chairman, said last year "I have received a lot of representations in the market which give force that members' agents do not receive enough

members' agents of brokers and managing agents contravened the spirit of divestment, would be related to whatever standard revenue sharing arrangements existed in the market.

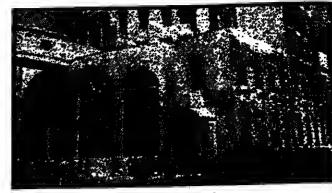
A profit commission of 20 per cent of the syndicate a total pro-fit, including investment income. capital appreciation and other revenues, is levied and then split three-quarters in favour of the managing agency and one-quarter to the members' agency. By simply redrafting an

underwriting agency agreement between the brokers' members' agency and the managing agency with which he is obliged to sever his shareholding links. the status quo, in terms of revenue contribution to the broker, could be maintained. Yet the rise of the mega-

agency casts some doubt on whether the power of the broker will be quite the same again.
Within Lloyd's there is some concern that not enough outside capital is coming into the market in order to preserve the vitality of a market-place.

Panliament was worried when it considered the Lloyd's legislation about the possible loss of market identity at Lloyd's if the brokers were to continue their shareholding links with agencies in the market and constitute these links. solidate those links. Now Lioyd's market identity is threatened by the divestment proposals themselves and the way in which the divestment deals bave been structured.

Another issue is raised by the



between Lloyd's brokers and the insurance interests which they managed in the market, Lloyd's is now considering whether the same conflicts exist when an insurance company gains a large shareholding in a Lloyd's

The recent merger by Sedg-wick Group with Fred S. James is leaving the TransAmerica Corporation, a U.S. group with Corporation, a U.S. group with large insurance interests, with 29 per cent of the voting equity of Sedgwick and 39 per cent of the enlarged Sedgwick equity. Sedgwick is paying for Fred S. James through the issue of shares to TransAmerica, James's parent.

Nearly 20 years ago Lloyd's to prevent outsiders access to its inner market structures.

Lloyd's is working out rules to govern the brokers and ensure that they remain in the market's jurisdiction for regulatory purposes. Once that is accomplished the rule is likely to be dismantled.

Nearly 20 years ago Lloyd's to be dismantled. decided that if insurance com-

divestment question at Lloyd's. A rule was established minuting While Parliament saw potential insurance company ownership while Parliament saw potential insurance company ownership to 20 per cent. This has been and actual conflicts of interest to 20 per cent. This has been relaxed to 25 per cent over the relaxed to 25 per cent over the years and the St Paul Com-panies of Minnesota, another U.S. Insurance group, was allowed to take its stake to over 25 per cent in Minet Holdings, the insurance broker.

Bonii

persint

A ...

In all likelihood the restrictions, such as exist, are likely to disappear. Commercial pressures have meant that it is no longer possible for Lloyd's to

Lloyd's faces a challenging panles owned brokers there was period in attempting to ensure a danger that those brokers that the delicate mechanisms of would give and get preferential its market remain in balance treatment in the relationship at o time when major structural and that a conflict would exist realignments are in progress.

INSURANCES OF CREDIT COMPANY

The Other Credit Insurer..... 01 - 680 1565

PARK HOUSE, 22 PARK STREET, CROYDON CROOYH

Turn £1,000 into £1,573 in one year

How to make more money from Unit Trusts than from building societies

If you'd put £1,000 into a building society one year ago, it would now be worth about £1,072.

Hardly a great return on your money, you might think, but a safe investment. Yet a little over a year ago the subscribers of Unit

Trust Moneymaker were advised to put exactly £1,000 into The Fidelity Japan Fund. Those readers who followed this advice will have

seen their £1,000 grow into £1,5 During those twelve months they will not only have received a far, far better return on their capital - but they will also have learnt how to make other sound investments in unit trusts.

WHY UNIT TRUSTS?

The draw of unit trusts is very simple. Your money, along with that of other investors, is pooled in a "fund" which is run by professional managers. The managers use the fund to buy stocks, shares and other securities, such as government bonds.

Each fund will have its own objective. Some will give you capital growth, others a regular income. You can go for a high risk, high return investment or a safer and more regular return on your money.
You can make a lump sum investment, or regular

What's more, by choosing your funds with care,

you can expect to match the security offered by building societies without having to accept the same low returns. It's a sobering fact but after you take inflation into account each £1,000 invested in a building society for the last year really only made £21 profit.

HOW TO CASH IN ON THE UNIT TRUST BOOM

Since the 1960's unit trusts have steadily been emerging as the best way for the smaller, private investor to make money. In recent years the proliferation of different types of fund, and the enormous expertise of fund managers, have made it possible for a number of ground rules to be established:

1. Do not be complacent. Unit trusts can go down as well as up. However, most unit trusts are a solid and secure investment. The average growth, incidentally, over the last three years, across all funds, has been +89.8%.

2. Be prepared to chop and change. You will protect and increase your profits. It is wrong to think that all unit trusts perform equally or that you need stay with a unit trust for a long period of time.

3. Use unit trusts to satisfy your desired ends - whether you want capital growth or regular income. Remember, that up to £5,600 capital gains per year are absolutely tax

4. Keep yourself well informed. Act only on inside and proven knowledge.

UNIT TRUST MONEYMAKER — THE SECRET OF SUCCESS

Unit Trust Moneymaker, or UTM for short, is a confidential monthly action guide devoted entirely to helping you maximise your profits from unit trusts and other managed funds. The editorial board consists of a panel of city and financial experts. Every month you can look forward to comprehensive and valuable contents

1. Which unit trust most suits your personal needs. We look at lump sum investments versus regular payment plans. We examine high risk versus low risk. We show you how to get a regular, tax free income ... and how to save for the future.

2. Which unit trusts are the best performers. We examine a number of funds in detail, look at future prospects, and explain our choices.

3, Which fund managers are the most expert. How well a

1984 PERFORMANCE RECORD In the last twelve months UTM subscribers were tipped off about four out of the five top performing

funds! Value of £1000 Tipped after 12 months UTM £1,542 Yes £1,503 Yes Manulife High/Income Fidelity Japan 21,476 Yes Gartmore Hong Kong Oppenheimer Income & £1,463 No £1,444 Yes Growth M & G Midland Source Money Management February 1985.

fund performs is down to the team looking after the money. We closely scrutinise the movement of managerial teams.

4. You discover when to buy and when to sell ... 5. We recommend a "Hot Tip of the Month" - one unit trust winner which has been selected by our specialist

FREE DRAW! CAN YOU TURN £500 INTO £1,000 IN JUST SIX MONTHS?

Everyone is welcome to enter our Free Prize
Draw. If you are the lucky winner we'll give you £500
to invest or spend as you choose. We suggest that you
invest it in our "Hot Tip of the Month". Because, if you
do, and your £500 has not doubled in value to £1,000 in
just six months, we will make up the difference in cash.

That's right, we are so confident that your advice
is sound, we believe £500 will be worth £1,000 in just
six months.

six months. Everyone is welcome to enter our FREE Prize
Draw which takes place on 28th June 1985.

A full list of Free Prize Draw winners and full

rules are available on receipt of a s.a.e. Winner's names are published in UTM.

Unit trusts to avoid and sell — and reasons why. 7. You learn about other influences on unit trusts - and

which areas to look at for the future. Don't forget you can monitor the growth of your unit trusts daily in the papers. 8. We also investigate other managed funds — currency funds, investment trusts, commodity funds and

Unit Trust Moneymaker is a completely independent monthly newsletter and is not influenced by any outside commercial interest. It is only available by private subscription.

FREE TRIAL OFFER!

We're justly confident that Unit Trust Moneymaker will show you how to make profits from unit trusts. So confident, in fact, that we'll prove it, free! Return the completed banker's order below and we'll rush you the next two issues of Unit Trust Moneymaker at no cost to yourself.

So, you can earn money from our experts' invaluable advice for two whole months at no cost to yourself. If you're not convinced that the vital information contained within UTM is worth £69 a year, just write to your bank and cancel your trial subscription order before payment date.

SAVE £23!

In addition to two free issues, without obligation, you can also receive the remainder of your first year's subscription for just £46. However, you must order before 7th May 1985 to take advantage of this £23

FREE CALCULATOR When you apply for this Free Trial Offer, we'll also send you a superb pocket calculator, absolutely free! It's yours to keep whether you



Woneymaker Stonehart Publications, 57 Mortimer Street, London W1. Circulation Office Hainault Road, Little Heath, Romford, Essex RM6 5PN.

SEND BY 7th MAY 1985 insurance linked packages.

NAME(CAPS)______ ____POSTCODE ___ It will cost you nothing to discover how

be. Order your two free issues and enter the Free Prize Draw today! Please enter me in the £1000

profitable the information in UTM can

UNIT TRUST MONEYMAKER Hainault Road, Little Heath,

Please send me FREE pocket calculator

Free Prize Draw

Without obligation

Romford, Essex RM6 5PN

Please send to:

(Trial subscribers only) If I decide to subscribe I will receive my first year's

Publications Ltd., No.7 Acc. No. 01098322, at Midland Bank plc, Knightsbridge 40 04 10, the aum of £46 two months after the date shown and thereafter on the anniversary of the date shown each year the sum of £69 being my membership subscription to Unit Trust Moneymaker and debit my/our account accordingly until countermanded by me in writing. subscription for just £46. 28UTM

ADDRESS _____ SIGNED _____DATE_ BRANCH/ADDRESS _____ A/CNo(IFKNOWN) _ BANKER'S ORDER Please pay to the order of Stonehart

a buffeting **Business** 6 per cent last year.

Developments

THE PAST 12 months bave seen aome radical changes in the UK personal insurance market as insurance companies have taken a severe buffeting from growing competition and adverse trading conditions. The most radical moves have come in the house contents sector where companies bave

been hit hard by rising numbers of thefts. Figures issued recently by the British Insurance Association showed that UK insurance companies pald out £236.6m on household theirs and all risk claims last man are the second that the second their s claims last year-15 per cent more than in 1983.

Individual insurance companles report claims ratios as high as 300 per cent in some areas—mainly inner city loca-

tions. . The reaction has been for many leading companies to make massive increases in content premiums in the high risk

The Introduction of post-codes had enabled insurance companies to analyse their claims experience geographic-ally based on these post codes and set their rating systems accordingly. Legal and General has as many as 10 rating areas for its contents rates, while the Prudential has eight areas. Most other companies, however content themselves with five or six. As a result of these changes, premium rates in most London areas vary from £13 to £20 per £1,000 sum insured—the bighast rates being charged by the Pru and Commercial Union.

Most country areas still pay the same £3.30 or £3.50 rate, but some companies have reduced rates slightly for central.

but some companies have reduced rates slightly for certain country areas, auch as East Anglia, to £3 per £1,000.

The Pru also introduced an automatic £200 access on theft claims in London and certain other inner city areas, but this move has not yet been followed by any other insurance company. On house buildings insurance ltself, companies have been hit

by the severe weather in recent years and by the growing numbers of subsidence claims. numbers of subsidence claims. But the only reaction from the insurance companies has been to lift rates this year from £1.50 to £1.60 per £1.000 sum insured. The underwriters admit that the minimum increase necessary to halt the rising losses was a 20 per cent rise to £1.80. But such is the power of the building societies, that the insurance companies decided it prudent to increase to £1.60 and talk further with the societies.

On motor insurance competi-

the societies.
On motor insurance competition continues unabated as motor insurers battle to increase or hold on to their share of the market. This competition was sustainable while inflation remained iow and the number of claims remained

Companies take

mium costs hardly changed during 1983 and rose around

But during the final months of last year the number of claims rose by around 10 per cent, the causes of which insurcent, the causes of which insur-ance companies have been unable to pinpoint. And this higher level of claims has con-tinued during the early months of this year. As a result motor rates should rise substantially this year, except for one factor.

Certain banking operations cannot wait to get into the motor insurance market, despite the poor returns coming on motor accounts from the insur-ance companies.

The Bank of Scotland and the

TSB Trust Company have both launched their motor insurance contracts using Royal Insurance as underwriter. However, the Royal Bank of Scotland is going its venture into the insurance field.

In UK commercial insurance, the property account was hit last year by a substantial

increase in fire damage.

However, the extreme competition or previous years seems to have slackened slightly enabling the established UK insurance companies to put up premium rates and still hold

the business.

Commercial motor business has also taken a hammering over the past couple of years with intense competition keeping down rates and the more intensive use of vehicles by haulage owners leading to rising claim

frequencies.

Employers' llability is suffering from rising numbers of industrial cilments as medical diagnosis becomes more regular and sophisticated

Asbestosis is still a problem for UK insurers, though it has never assumed the proportions it has in the U.S. Industrial deafness was and still is a major problem, and other dust related diseases, such as bynnosis, are causing concern. The underwriters fear now is The underwriters fear now is of a disease developing that had not been beard of at the time the contract was arranged. Professional indemnity is becoming big business in the insurance world, in that more professions need to have it as a condition of offering aervices, and claims are rising as the public become more litigation conscious against their profes-

public become more litigation conscious against their professional advisers.

Guardian Royal Exchange was hit hard last year by a spate of professional negligence claims relating to the accountancy profession.

In the marine market, hull rates are better, but cargo rates—one area that was profitable—have gone softer. In the aviation market, 1984 was a year of relatively few accidents following the insurance poor experience of 1983.

However, this year started badly. Insurers are looking for modest increases in bull rates. Underwriters are more concerned with the flability rates following large court awards.

The Economist Intelligence Unit

ElU Special Report

The International Insurance Market A VIEW FROM LONDON

A VIEW PROM LONDON

That Independent commentary on the prospects of the international insurance industry identifies main policy issues and problems facing participants today, and offers a view as to their future development. It begins with a facual account of the industry's present situation before turning to the likely economic environment in which it will have to operate and the consequences for its different sectors. Price £80. Payment with orde

The Economist Publications Limited Marketing Department (FT), 40 Duke Street, London W1M 5DG Tel-01-493 5711

